

PLAYBACK

MII

Monthly Newsletter

June/July 1993

Volume 3, Number 4

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Over 1000 Strong

Membership Listing

MII
Users Association of America





Have you checked your membership listing?

If your listing is incorrect or you are a new member who would like to be included in our membership listing, please contact Jennifer Beers with changes, etc. She will update your listing ASAP!

Phone: 1-800-966-1030
(703) 620-6000
FAX: (703) 620-0451

Or write to the association headquarters:
MII Users Association of America
c/o GMG International, Inc.
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MII Playback is a monthly newsletter published by the MII Users Association for the benefit of the members.

*Executive Director
Publications*

David Gardy
Jennifer Beers
Pat Cleveland

The opinions expressed in this publication are those of the individuals quoted and do not necessarily reflect the position of the MII Users Association or its members.

The MII Users Association can be contacted at:
MII Users Association
c/o Gardy McGrath International, Inc.
1950 Roland Clarke Place
Suite 100
Reston, VA 22091

800-966-1030 • (703) 620-6000
FAX (703) 620-0451

MII Playback has a new look thanks to the efforts of Jennifer Beers, a recent graduate of Yale University and GMG's new graphics production specialist. We have also installed a new computer publishing program and expect to further define and enhance the new format in coming editions. As always, your suggestions for new articles and features are welcome.

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Membership Benefits Defined

OK! I know it's a lame title, but we're overwhelmed and I had to get your attention in some way because I know you're probably as busy as we are. First let me apologize for our delay in returning many of your calls to the association. Russ has left as administrative assistant to assist his sister in the administration of her new triplets. That leaves me and those GMG employees I can pull aside to help respond to user inquiries. The good news is that we're instituting a new strategy to run the association in a more responsive manner with budgetary constraints in mind. Hopefully, you'll be getting quicker responses from us in the coming months.

I thought I'd take the opportunity to define membership benefits since I promised to do so in the last issue. The need to clarify user benefits is clear because of the inevitable requirement to charge a membership fee to assist in the financing of the association (see April, May 1993 issue of the newsletter). This membership fee will be finalized after a July 20 meeting with Panasonic. What will you get for your anticipated \$25 yearly dues? Here goes.

- 1 **A voice with Panasonic:** Our 1-800 number and fax (703-620-0451) are standing by to receive your questions, complaints, and ideas regarding MII issues. Most importantly, we speak as one voice representing 1,100 facilities across North America. Panasonic is more than happy to listen.
- 2 **The newsletter:** This is our forum for communicating with each other, in addition to relating

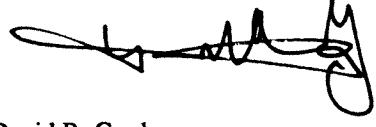
pertinent information to Panasonic and the user. From the Trading Post to the Duplication Facilities list to Technical Tips, the information contained in this rag is invaluable. And don't forget the membership listing. It's heartening to find MII users referring work and information to each other as part of a geographical network of MII producers.

- 3 **Group Benefits:** We've only scratched the surface, here. The exclusive MII leasing program for members which is presented in this newsletter is only step one. Using our leverage as a "group" has many potential benefits (from credit cards to equipment insurance). So stay tuned.
- 4 **Discounts on Association Items:** The equipment training tapes are an example of a subsidized product available to the user at a discount, while helping to fund the association (and there will be more to follow). We plan significant growth in this area (maybe even more MII coffee cups).
- 5 **Reduced Rates for Newsletter Advertising:** Reduced rates are available to members who wish to advertise their services in the newsletter. In addition, those members wanting to sell or purchase equipment are provided free listings in the Trading Post.
- 6 **Job Referral Service:** Currently included in the newsletter, the "Job Shop" is being expanded to become an on-file resume service for MII experienced personnel to benefit both employees and

employers. (More details to follow in the coming months).

- 7 **Industry Trade Show Representation:** The MII Users Association is represented at several industry trade shows each year including the NAB. The booth serves as a conduit for communications between manufacturers, vendors, the press, MII users, and Panasonic. This "flying the flag" is important to the format's continued growth and acceptance in the industry and provides viability for MII that is well received by MII User facility clients and customers who attend these shows.
- 8 **A "Surefax" Bulletin Service** that will allow MII User reports of immediate urgency to go out by fax to all members automatically. This service will be instituted shortly and will facilitate the dissemination of important information between newsletters.
- 9 **A Whole Bunch of Other Things We Haven't Figured Out Yet:** The sky is the limit. We rely on your ideas on how to serve you best. Let's hear 'em.

There you have it. The membership dues structure will be presented next issue. We're still taking input on this subject so please respond. Enjoy the summer.



David R. Gardy
Executive Director
MII Users Association of America

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LEASE! LEASE! LEASE!

(MII Leasing Without the Hassle)

The MII Users Association has entered into agreements with Chesapeake Industrial Leasing Company and Eagle Leasing to provide members with cost-effective, reasonable leasing terms for MII equipment.

As promised, it's finally here. Our effort at securing group benefit leasing agreements with two reputable leasing companies, each with extensive experience in audio visual leasing, has been successful. The goal in selecting these firms from over 15 companies was to ensure that members would be treated fairly, evaluated on an equitable basis and that very reasonable rates would be offered. This arrangement is a win-win situation for all: the leasing company which has pre-endorsed access to the membership; the MII user who has an opportunity to sign a reasonable deal (even with limited credit history); and the association which gets a 1% referral fee from the companies for every lease signed (this, of course, will help with user activities, benefitting all members).

The association pursued this relationship for a variety of reasons. Primarily, users reported that there was no real MII equipment leasing that was attractive. This, of course, resulted in some potential MII users going to the Betacam option, which although more costly, offers some subsidized leasing.

As part of the association's dedicated effort to expand the user base and enhance the longevity and acceptance of the format, it was clear to the association membership that such action was necessary. Now lets make it work. Don't be hesitant! If you've been thinking about it, now's the time to make the move. The rates that these

companies can offer in the current business climate are extremely attractive. We will continue to monitor these rates to ensure that they stay reasonable; but, there is no way we can control the U.S. economy.

It's a beneficial solution for everyone involved with MII, including Panasonic and the dealers. All have indicated a desire to work with us in support of this endeavor.

We will be looking for continued feedback from all members regarding the performance of these leasing companies. These firms understand that continued association endorsement is conditional upon good response to their programs. Good luck!

The 8 basic steps to leasing through the association:

- 1) Review the rates for each company listed. (See below for instructions on how to figure your monthly payment.) Consult your accountant or financial advisor to determine the deal that best suits your financial needs (tapes and other factors considered).
- 2) Call one (or both) of the companies' contacts listed and ask for an application. Ensure that you let them know you are a member of the MII Users Association. (They will follow up and check with us.)
- 3) Get a quote from your dealer for the equipment you wish to acquire. Let the dealer know this will be an MII Users Association lease.
- 4) Submit the application and required documents indicating the equipment list.

- 5) Notify the association to let us know you've submitted the application and we will track its progress.
- 6) When approved, notify the dealer, who will interface with the leasing company to officially sell the gear. (Remember, the leasing company is purchasing the gear then leasing it to you.) If you're not approved for some reason and you are dissatisfied with the explanation, let the association know. We will make every attempt to help you.
- 7) When the gear is delivered, run it through its paces to ensure it works OK. (This is important.) If it does not function properly, notify the dealer and the leasing company. If it functions properly, notify the leasing company and start using the gear. Make sure you make all payments promptly.
- 8) Let the association know when the deal is complete. The process is now over. (Go have a beer.)

To figure your monthly payment, multiply the rate factor (in the rate chart) times the purchase price. (i.e. for Chesapeake Leasing, True Lease Option, price of \$20,000 for 60 months: Payment = $\$20,000 \times .02275 = \$455/\text{month}$.)

Remember, only MII Users are being offered these low rates by these companies. The expected quantity of MII sales resulting from this arrangement and the leasing firm's extensive pre-endorsed access to our membership is guaranteeing these low rates. In addition, the association will receive lease referral fees to help support activities and member benefits.

Lease Option Number 1 -- Eagle Leasing Company

Particulars of EAGLE LEASING Programs

Express Lease Program Guidelines

Lease Applications should always include:

Vendor name, address, phone, sales representative

Name of business, address, phone & fax

Contact person

Name of person signing lease

Number of years in business (2 years or more)

What type of entity - Sole proprietor, Corporation, etc.

Nature of business

Personal information on Owner or President including Social Security Number

Always include at least 3 or more Trade references and landlord information

Business Bank account name, phone number, account number, city, state and contact name

* Business account must be at least 2 years - if less, name of previous bank

Equipment description and total cost

Brief write up on purpose of equipment

Express Lease Program up to \$15,000 Application Only

Application

A minimum of 2 years in business

Two year relationship with bank and a minimum four figure average

Clean personal bureau (TRW, etc.)

Clean Trade References

(Continued on page 5)

EAGLE LEASING MII USERS RATE CHART

FMV

Equipment Cost	24 MO.	36 MO.	48 MO.	60 MO.
\$10,000 - \$15,000	.04820 11.10%	.03381 11.13%	.02711 12.0%	.02330 12.46%
\$15,001 - \$35,000	.04773 10.25%	.03377 10.25%	.02699 11.10%	.02325 11.76%
\$35,001 - \$50,000	.04634 9.5%	.03335 9.48%	.02598 9.41%	.02211 10.6%
\$50,001 - \$100,000	N/A	.03299 9.40%	.02590 9.37%	.02199 9.75%
\$100,001 - \$250,000	N/A	.03287 9.13%	.02531 9.19%	.02159 9.54%

\$1.00 Buy Out

Equipment Cost	24 MO.	36 MO.	48 MO.	60 MO.
\$10,000 - \$15,000	.05188 12.65%	.03586 12.91%	.02855 13.13%	.02436 13.51%
\$15,001 - \$35,000	.05057 11.34%	.03552 11.51%	.02831 12.35%	.02410 12.98%
\$35,001 - \$100,000	.04934 10.55%	.03485 10.64%	.02749 10.51%	.02325 11.71%
\$50,001 - \$100,000	N/A	.03429 10.49%	.02675 10.39%	.02245 10.65%
\$100,001 - \$250,000	N/A	.03379 10.25%	.02646 10.29%	.02213 10.60%

OPTION # 1

The above rate factors are with first and last payments made in advance and then a Fair Market Value Purchase Option, not to exceed 10% at the end of the term.

**All terms are subject to approval.
Contact Kathi Klein at (714) 579-8777*

OPTION # 2

These rate factors are with first and last payments made in advance and then a One Dollar Buy Out at the end of the term.

**Eagle also leases used equipment for up to 36 months.*

(Eagle Leasing, continued from page 4)

Express Lease Program up to \$25,000 Application Only

Application

A minimum of 3 years in business

Two year relationship with bank and a minimum four figure average

Clean personal bureau (TRW, etc.)

Clean Trade References

Express Lease Program \$25,000 to \$35,000 Application Only

Application

A minimum of 5 years in business

Three year relationship with bank and a minimum five figure average

Clean personal bureau (TRW, etc.)

Clean Trade References

Normal Flow of an Equipment Lease

- Lead is generated by vendor and turned over to Eagle Leasing.
- Leasing company requests from customer any financial information needed.
- Financial information is received by Eagle Leasing (clock starts if complete).
- Credit is checked and if necessary, financials are reviewed. (This process takes anywhere from 1 hour to 5 days depending on size and structure of lease request.)
- When credit is complete, the file is reviewed to submit to loan committee.
- Loan committee reviews package depending on dollar amount, this takes from 1 hour to 5 days depending on size and structure of lease request.
- Once approved, the vendor and lessee are notified of approval.
- Equipment cost, lease term, and company legal name is verified.
- Lease documents are either personally signed when possible, or the documents will be overnight mailed.
- Once the documents are returned, Eagle Leasing will then issue a Purchase Order to the vendor authorizing delivery.
- Once the equipment has been delivered and installed, a telephone audit and, depending on the dollar amount, a field audit of the equipment will take place. (The field audit takes no more than 24 to 48 hours.)
- After all the verifications have taken place, Eagle Leasing express mails the Lease documents to our bank. All vendor checks will then be issued within 48 hours. Overall funding takes 24 to 72 hours.

Please Note: There are exceptions to everything. In most cases, it is the customer who delays any or all of the above steps. Close communication can resolve most issues and delays.

**Sole Proprietorship & Individuals
Commercial Lease Package Requirements
\$50,000 and Above**

The following items will be needed to fulfill and complete the requirements for all commercial lease transactions.

1. Last two (2) year end financial statements, audited or CPA reviewed are preferred.
2. Current interim financial statement (within last 3 months).
3. Two (2) years signed U.S Individual Income Tax Returns of principal(s).
4. Equipment description and price.
5. Personal financial statement of principal(s).
6. Four (4) business trade references including contact names, account numbers and phone numbers.
7. Bank references including any lines of credit or business savings accounts - provide account numbers, contact names and phone numbers.
8. Landlord reference.
9. Credit inquiry authorization release form, signed and dated.

The following is not required but will greatly enhance the presentation and turnaround time.

10. Description of the lessee's business, operations, customers, etc.
11. Explanation of the proposed usage of the new equipment.

(Continued on page 6)

(Eagle Leasing, continued from page 5)

12. Explanation of how the lessee will pay for the new equipment, e.g. budget, new contracts, new product line, etc.
13. Explanation of any derogatory items of concern, financial and personal.
14. Customer references.

**Corporations, Limited Partnerships,
Sub Chapter S Corporations
Commercial Lease Package Requirements
\$50,000 and Above**

The following items will be needed to fulfill and complete the funding sources' requirements for submission and approval of all commercial lease transactions.

1. Last two (2) year end financial statements, audited or CPA reviewed are preferred.
2. Current interim financial statement (within last 3 months).
3. Last two (2) years Corporate Tax Returns.
4. Equipment description and price.
5. Last two (2) years signed U.S Individual Income Tax Returns of principal(s).
6. Personal financial statement of principal(s).
7. Four (4) business trade references including contact names, account numbers, and phone numbers.
8. Bank references including any lines of credit or business savings accounts - provide account numbers, contact names and phone numbers.
9. Landlord reference.
10. Credit inquiry authorization release form, signed and dated.

The following is not required but will greatly enhance the presentation of the submission to the lender.

11. Description of the lessee's business, operations, customers, etc.
12. Explanation of the proposed usage of the new equipment.
13. Explanation of how the lessee will pay for the new equipment, e.g. budget, new contracts, new product line, etc.
14. Explanation of any derogatory items of concern, financial and personal.
15. Customer references.

** Please note that Personal Guarantees of Principals are required on almost all lease transactions, very few exceptions allowed.*

**Commercial Lease package Requirements
On All Transactions - \$50,000 and Above**

The following items will be needed to fulfill and complete the funding sources' requirements for submission and approval of all commercial lease transactions.

1. Completed Lease Application (very complete, the more info the better). The application must include the following:
2. Bank references including any lines of credit or business savings accounts - provide account numbers, contact names, and phone numbers.
3. Four (4) business trade references including contact names, account numbers, and phone numbers.
4. Comparable credit to amount requested if possible.
5. Landlord reference.
6. Equipment description and price.
7. Credit inquiry authorization release form, signed, and dated (a release is on the bottom of the application).
8. Last two (2) year end financial statements, audited or CPA reviewed are preferred.
9. Last two (2) years Corporate Tax Returns (signed & complete, legible copies).
10. Current interim financial statement (within last 3 months).
11. Personal financial statement of principal(s).
12. Last two (2) years signed U.S Individual Income Tax Returns of principal(s) (signed and complete, legible copies).

The above items are required on All transactions prior to processing.

The following is not required but will greatly enhance the presentation and turnaround time.

13. Description of the lessee's business, operations, customers, etc.
14. Explanation of the proposed usage of the new equipment.
15. Explanation of how the lessee will pay for the new equipment, e.g. budget, new contracts, new product line, etc.
16. Explanation of any derogatory items of concern, financial and personal.
17. Customer references.

** Please note that Personal Guarantees of Principals are required on almost all lease transactions, very few exceptions allowed.*

Lease Option Number 2 -- Chesapeake Leasing Company

Particulars of Chesapeake Leasing Programs

Sole Proprietorship & Individuals Commercial Lease Package Requirements

The following items will be needed to fulfill and complete the requirements for all commercial lease transactions.

- 1 Last two (2) year end financial statements, audited or CPA reviewed are preferred.
- 2 Current interim financial statement (within last 3 months).
- 3 Two (2) years signed U.S Individual Income Tax Returns of principal(s).
- 4 Equipment description and price.
- 5 Personal financial statement of principal(s).
- 6 Four (4) business trade references including contact names, account numbers and phone numbers.
- 7 Bank references including any lines of credit or business savings accounts - provide account numbers, contact names and phone numbers.
- 8 Landlord reference.
- 9 Credit inquiry authorization release form, signed and dated.

The following is not required but will greatly enhance the presentation and turnaround time.

- 10 Description of the lessee's business, operations, customers, etc.
- 11 Explanation of the proposed usage of the new equipment.
- 12 Explanation of how the lessee plans to pay for the new equipment, e.g. budget, new contacts, new product line, etc.
- 13 Explanation of any derogatory items of concern, financial and personal.
- 14 Customer references.

* *Please note that Personal Guarantees of Principals are required on almost all lease transactions, very few exceptions allowed.*

(Continued on page 8)

CHESAPEAKE INDUSTRIAL LEASING CO. MII USERS RATE CHART

In Business 2 Years or More

True Lease

Equipment Cost	24 MO.	36 MO.	48 MO.	60 MO.
\$15,000 - \$24,999	.04576	.03306	.02664	.02275
\$25,000 - \$49,999	.04468	.03248	.02591	.02186
\$50,000 - \$99,999	.04414	.03190	.02542	.02161
\$100,000 and up	Call for Quote			

First & Last Payment: Payable in Advance Plus all Applicable Taxes

First Payment Due in Approximately 30 Days

Fair Market Value Purchase Option Not to Exceed 10%

\$1.00 Buy Out

Equipment Cost	12 MO.	24 MO.	36 MO.	48 MO.	60 MO.
\$15,000 - \$24,999	.0950	.0495	.0350	.0278	.0236
\$25,000 - \$49,999	.0930	.0485	.0345	.0270	.0226
\$50,000 - \$99,999	.0920	.0480	.0338	.0267	.0224
\$100,000 and up	Call for Quote				

\$1.00 Purchase Option

Advance Rentals: 12 MO. (1); 24 MO. (2); 36-60 MO. (3)

Plus All Applicable Taxes

Contact Tom Tellier at 1-800-782-1022

(Chesapeake Leasing, continued from page 7)

**Corporations, Limited Partnerships,
Sub Chapter S Corporations**

Commercial Lease Package Requirements

The following items will be needed to fulfill and complete the requirements for all commercial lease transactions.

- 1 Last two (2) year end financial statements, audited or CPA reviewed are preferred.
- 2 Current interim financial statement (within last 3 months).
- 3 Two (2) years Corporate Tax Returns.
- 4 Equipment description and price.
- 5 Last two (2) years signed U.S Individual Income Tax Returns of principal(s).
- 6 Personal financial statement of principal(s).
- 7 Four (4) business trade references including contact names, account numbers and phone numbers.
- 8 Bank references including any lines of credit or business savings accounts - provide account numbers, contact names and phone numbers.
- 9 Landlord reference.
- 10 Credit inquiry authorization release form, signed and dated.

The following is not required but will greatly enhance the presentation and turnaround time.

- 11 Description of the lessee's business, operations, customers, etc.
- 12 Explanation of the proposed usage of the new equipment.
- 13 Explanation of how the lessee plans to pay for the new equipment, e.g. budget, new contacts, new product line, etc.
- 14 Explanation of any derogatory items of concern, financial and personal.
- 15 Customer references.

* *Please note that Personal Guarantees of Principals are required on almost all lease transactions, very few exceptions allowed.*

**Commercial Lease Package Requirements
for All Lease Applications**

The following items will be needed to fulfill and complete the funding sources' requirements for submission and approval of all commercial lease transactions.

- 1 Completed Lease Application (very complete, the more info the better). The application must include the following:
- 2 Bank references including any lines of credit or business savings accounts - provide account numbers, contact names, and phone numbers.
- 3 Four (4) business trade references including contact names, account numbers and phone numbers.
- 4 Comparable credit to amount requested if possible.
- 5 Landlord reference.
- 6 Equipment description and price.
- 7 Credit inquiry authorization release form, signed and dated (a release is on the bottom of the application).
- 8 Last two (2) year end financial statements, audited or CPA reviewed are preferred.
- 9 Last two (2) years Corporate Tax Returns. (signed & complete, legible copies)
- 10 Current interim financial statement (within last 3 months).
- 11 Personal financial statement of principal(s).
- 12 Last two (2) years signed U.S Individual Income Tax Returns of principal(s). (signed and complete, legible copies)

The following is not required but will greatly enhance the presentation and turnaround time.

- 13 Description of the lessee's business, operations, customers, etc.
- 14 Explanation of the proposed usage of the new equipment.
- 15 Explanation of how the lessee plans to pay for the new equipment, e.g. budget, new contacts, new product line, etc.
- 16 Explanation of any derogatory items of concern, financial and personal.
- 17 Customer references.

* *Please note that Personal Guarantees of Principals are required on almost all lease transactions, very few exceptions allowed.*

Turn Betacam production clients into MII Users!

Betacam/MII or MII/Betacam Transfer!

Now available to the Users Association -- Members at reduced rates!
48 hour turnaround for quantities of up to four tapes (via Federal Express)
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up to 20 minutes	\$37.00/dub
up to 30 minutes	\$55.00/dub
up to 60 minutes	\$105.00/dub
up to 90 minutes	\$155.00/dub

(Shipping not included.)

Call 1-800-966-6689 and ask for Tammy Hoffman or the Users Association
Headquarters at 1-800-966-1030.

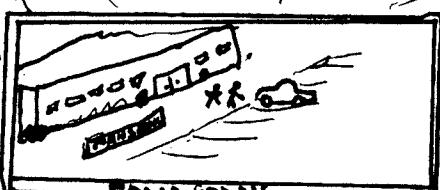
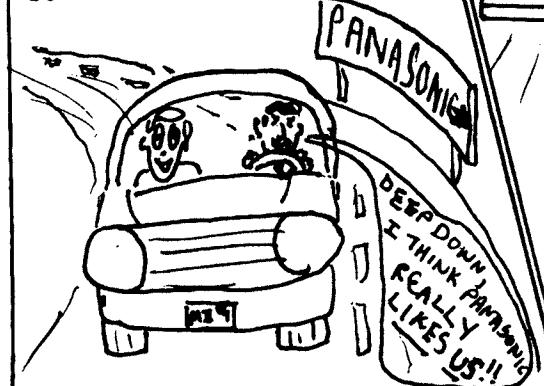
Transfers delivered C.O.D. or VISA/Mastercard accepted.

MII-MAN

BY DAVE GARDY

AS YOU READ THIS, THE EXECUTIVE DIRECTOR OF THE USERS ASSOCIATION AND MII-MAN DRIVE FROM USERS HEADQUARTERS NORTH TO SECAUCUS, N.J. FOR THE IMPORTANT MID-JULY MEETING WITH PANASONIC EXECUTIVES.

BACK AT USER HEADQUARTERS, USERS OF MII TUNE-IN ON THE SPECIAL 16x9 "USER-CAM" CONFERENCE SCREEN TO SEE WHAT TAKES PLACE.



Letters to the Editor

To: MII Users Association
Re: Trading Post

... In appreciation for your time on this, and because the MII Trading Post has been very valuable to me so far (to include finding an MII dockable deck), I thought I would throw in a small check with this request. Please find enclosed a check for \$20.00. Will be contacting you again soon to have some MII dubbing done. Thanks again for your help on this.

*Mark Kregel
Aberdeen, Maryland*

Dear Mark,

Thank you for your donation. And thanks for your letter. Glad we could help.

To: MII Members

We had some MII gear stolen last week while on a shoot in Florida. If anyone should offer to sell an AU500 Serial #G7TNC0210 or an AU520 Serial #A1TNA0024, we would appreciate your giving us a call toll free at 800 226-4949. This equipment and others were taken from our rooms while we were dining

in the Hotel Restaurant.

It's a tough loss when you self-insure as we do, but could have been worse — the thieves left behind a Sony 400 with Vinten sticks, audio and lighting kits and most of our shot tapes. We believe the thieves thought they were taking ordinary VCRs and did not realize that the MII decks can't be used to tape TV programs or playback movies that you rent at the Video Store.

With that in mind, we ran ads in the local paper's lost and found column offering a reward. The local paper also ran a column on it and was nice enough to ignore the value of the theft and play up the angle "if you happen to find these lost items there is a reward".

I'm enclosing the article — we'll probably frame the original and hang it on the wall as a reminder that gear in hotel rooms is not safe.

*Bob Lorentzen
President & Executive Producer
Video Techniques, Incorporated*

Dear Bob,

We're sorry to hear about your loss and hope the equipment can be recovered. Text of the article can be found in the News Brief section of this edition. □

MII Job Shop

The MII Job Shop is a forum provided to the membership to publicize both employment opportunities and talent availability for MII expertise. We will publish your help wanted or position wanted ad (anonymity protected if requested). Please send all employment opportunities, resume's, ad copy, etc. to the association. Our current offerings are:

Maintenance Technician with significant experience trouble shooting complex analog and digital

equipment to the component level. A strong background in the maintenance of MII equipment is very important.

Resume to: Jerry Plemmons; VP, Engineering; WKYC-TV; 1403 East Sixth Street; Cleveland, OH 44114. WKYC-TV is a multimedia/NBC owned station. EOE

Experienced MII Editor, must be willing to relocate to the Washington, DC area, salary commensurate with experience. Ref. #9202A

Experienced Amiga Graphic Artist, 2-D and 3-D capability, familiarity with MII desired, must be willing to

relocate to the Washington, DC area, salary commensurate with experience. Ref. #9202B
Send resumes and sample tapes to the Association, please state which position you are interested in.

All responses will be kept in strictest confidence. □

News Briefs

MII Happenings from Around the Country

Film Producer Offers A Reward for Stolen VCRs

by *Bill Bond*, from the *Lake Sentinel*, Friday, May 21, 1993

Tourism trivia of the day: Last week, a crew was making a video to lure international vacationers to an area when they had their equipment ripped off by thugs. Where did this theft take place? Was it South Florida where more and more vacationers are arriving from Europe in blue helmets, flak vests and armored cars? Nah. Was it Central Park in the Big Apple? Nope. Was it downtown Los Angeles Sorry, wrong again. How about infamous International Drive in Orlando where the state Department of Law Enforcement shares office digs with the Chamber of Commerce? Nah, None of the above — dang it. Much to the chagrin of Lake County officials who hired the production team to make the film, the theft happened in our back yard.

Actually, the burglary happened at the Flagship Inn near Clermont, where the technicians were staying. They had just knocked off shooting scenes at Mission Inn Golf and Tennis Resort and of seaplane landings on Lake Harris and returned to their rooms to wash up before going to eat in the hotel dining room.

(continued on page 11)

(continued from page 10)

They occupied three separate rooms and locked the doors behind them and took keys with them, they said. While they were eating, somebody entered their rooms and left with the equipment and the tape with the the Mission Inn and seaplane footage. Lot of good the tape will do the thieves. It can't be played on standard VHS VCRs or most of those recording cameras that have playback.

The sheriff's office is investigating the case, but meanwhile, the company, Video Techniques Inc., is offering a \$1,000 reward for the return of a pair of Panasonic MII VCRs. The recorders, along with two walkie talkies, a Sony video monitor and four metal recording tapes, were stolen May 13.

Film producer Bob Lorentzen is hoping somebody will read about his loss. "I'm hoping somebody will, and call and say they just happened to find the VCRs behind a gas station somewhere. And I'll tell them I'll be right over with the \$1000 reward, with no questions asked," Lorentzen said Thursday in a phone interview from his Tampa office. "I just want my two VCRs back," he said.

Soooo -- if you are reading this and just happen to see two VCRs behind a gas station and uh ... um ... don't have the foggiest idea how they got there, give Lorentzen a jingle at 1-800-226-4949. □

MII DUDE

Check your Decks!

Summer is often a slow time for many facilities. This is an excellent time to get ready for busier times ahead by performing routine maintenance and adjustments on your MII studio decks. Please feel free to copy the simplified tension measurement sheet on page 16 to keep a record of your machine's performance. □

Maintenance Software Available

Brian Roos, the Senior Field Engineer for Panasonic's Broadcast Engineering and Service Division in Norcross, Georgia, has developed a computer database with step-by-step instructions for performing routine maintenance on most models of Panasonic MII equipment.

The instructions found in this database are meant to be a "user friendly" companion to the maintenance procedures found in Panasonic's service manuals. Procedures for adjusting RF, A/C heads, tape tension, linear audio, and mechanical presets are included; as well as a flow chart illustrating the proper order in which to make these adjustments.

Although not 100% complete the database provides information for the following models: AU-400, AU-410,

AU-500, AU-550, AU-60, AU-650, AU-620, and AU-65. The database has an easy-to-use interface for viewing files, and you can print out hard copies of each procedure.

Copies of this program are available from the Association. Just call the us at 800-966-1030. Be sure to let us know what size disk you need-- 3.5 or 5.25, and we'll send a disk to you. We appreciate the effort Brian has put into this project, and we'll provide updates as he adds information about the rest of the MII line.

Canadian members, please contact Denis Orendt of Panasonic Canada, phone (416) 238-2269. He'll be able to provide the disk for you.

NOTE: Maintenance Software will now cost \$15 per disc. All proceeds will benefit the MII Users Association. □

Goverment Solicitations

CH Joint Visual Information Activity, 601 N Fairfax St., Rm 334, Attn: Contract Mgmt Branch, Alexandria, VA 22314-2007
T-MOTION PICTURE PRODUCTION Sol DAE08-93-R-5008, Due 080593. Contact: Contract Specialist Barbara Coleman, 703/274-3257, or Contracting Officer Harold Thompson, 703/274-3258. The Joint Visual Information Activity has a requirement for a motion picture production entitled "Norway Airland Marine Expeditionary Brigade". The estimated length is 20 minutes. The production is to be photographed in Trondheim, Norway. Estimated period of performance is 250 days after contract award. FOB Quantico, VA. This is a 100% small business setaside procurement limited to contractors on the Qualified Film Producers List (QFPL). For information regarding inclusion on this list, please contact: Federal Audiovisual Contract Management Office, phone number (703) 274-4876. The QFPL number should be included in solicitation requests and only written requests shall be honored. The Transaction Action Number is 1019. (168)

U.S. Information agency, Bureau of Broadcasting, ATTN: Heide Kersey, B/AO Room 1657-C, 330 Independence Avenue SW, Washington, D.C. 20547
X-FOREIGN LANGUAGE RADIO AND TELEVISION BROADCASTING/PROGRAMMING:

FOREIGN LANGUAGE SCRIPT TRANSLATION/BROADCAST: PRODUCTION/RESEARCHER/WRITER/LISTENER MAIL PROCESSING POC Contracting Officer: Heide Kersey, (202) 619-3683 Voice of America and Worldnet Television a leading international radio and television broadcast organization, is seeking qualified individuals for free-lance assignments. VOA broadcasts to an international audience in English and 48 other languages. BOA and Worldnet TV are seeking qualified sources for the following types of free-lance assignments including: Radio/TV Broadcast Announcers/Narrators and Personalities, Researcher/Writers, Producers/Editors, Listener Mail Processors. Additionally, Office of Cuba Broadcasting, which broadcasts radio and television programming in Spanish to Cuba is seeking qualified sources for similar free-lance assignments. Other General Information is as follows: 1. Free-lance assignments are performed on contract basis. 2. Most assignments require working in Washington, D.C. (some assignments require work at Bureau of Broadcasting studios). 3. Sources will be required to undergo a background security investigation and pass the clearance process successfully to receive assignments. 4. Contractor candidates must be willing to work on an as required basis. Some broadcasting activities require working irregular hours -- very early in morning or late into evening -- depending on broadcast schedule. 5. Free-lance assignments are requested as needed. The Bureau
(Continued on page 15)

MII Duplication Facilities

If you are a duplicator, or if your facility does duplication in addition to its other services, and you are an MII User. The Association needs to know about it. We are compiling a listing of MII Duplicators that we'll run regularly in the newsletter. Please contact the Association to be included in the listing.

Currently our list includes:

Action Video Productions
Greenville, SC
(803) 297-8865

American Production Services
Seattle, WA
(206) 282-1776

Advanced Audio Video Denver, CO
800-368-0406

American Magnetic Media
Denver, CO
800-USA-TAPE

AME N.Hollywood, CA
800-336-3827

Avon Productions
South Plainfield, NJ
(908) 756-0643

Cassette Dub Inc. Northvale, NJ
(201) 767-7077

CenterCom, Inc.
Milwaukee, WI (414) 353-2001
Lincolnwood, IL (708) 675-1411
Tampa, FL (813) 886-8266

Commercial Video 101 Winston St.,
Cumberland, MD 21502
(301) 724-2799 ask for Greg.

Commonwealth Films
Richmond, VA
(804) 649-8611

Copymaster Video Villa Park, IL
(708) 279-1276

Cinequipt St Paul, MN
(612) 646-1780

Creative Visual 10135 J St., Omaha,
NE 68127
800-547-4184 ask for Larry.

Curtis Inc. Charlotte, NC
800-733-2878

Curtis Inc.
Cincinnati, OH 45202
800-733-2878

DECI Dallas, TX
800-880-9400

Elite Video Production
Brooklyn, NY
(718) 627-0499

HAVE, Inc. Hudson, NY
(518) 828-2000

Global Vision Reisterstown, MD
(301) 356-6715

Industrial Audio Video
Houston, TX
(713) 535-2375

Industrial Communications
Birmingham, AL
(205) 942-0132

International Video Center
2528 Edgehill Rd
Cleveland Heights, Ohio 44106
(216) 321-1440

Juntunen Video Minneapolis, MN
(612) 341-3348, Mike Vinup

MagneTech Ft. Lauderdale FL
800-683-DUPE

Master Images Video Duplication,
Inc. Northbrook, IL
(708) 564-0470

Media Concepts St. Petersburg, FL
(813) 321-2122, 800-330-3873

Multi-Magnetics Denver, CO
(303) 825-7768

Network Video Services
Alexandria, VA
800-289-DUBS (3827)

Park Avenue Productions,
Richmond, VA
(804) 346-3232

Preston Trucking Preston, MD
(410) 673-2930

Pro Line Video Austin, TX
(512) 837-2000 x30

Quinn Productions
Winston-Salem, NC
(919) 768-2746

Televant Video Services
Oak Park, IL
(708) 383-5588

Vaughn Communications:
Minneapolis, MN 800-323-0281
Creve Coeur, MO (314) 576-6804
Phoenix, AZ 800-228-7609
Milwaukee, WI (414) 276-6511

Tampa, FL 800-252-7564
New York, NY (212) 447-1038
Portland, OR 800-772-2251
Atlanta, GA 800-966-0859
Irvine, CA 800-228-7609

Video Duplication Atlanta, GA
800-235-9732

Video Duplication Services
Columbus, OH 800-289-4301
Dayton, OH (513) 294-5883
Cleveland, OH (216) 741-3827
Youngstown, OH (216) 792-3827

Videoland Lacey, WA
(206) 491-1332

VideoPlay Industries Rockville, CT
(203) 875-5211

Video Proofs Rohnert Park, CA
(707) 586-0383

Video Replay Chicago, IL
(312) 467-0425

Video Transfer Rockville, MD
(301) 881-0270

Vidicomp Distributors
Houston, TX
(713) 694-6400

VIP duplication 2908 Cameron St.
Suite-B, Monroe, LA 71201
(318) 322-8222 Phillip Nelson

Wilderness Productions
S. Lake Tahoe, CA
800-874-7488, in CA (916) 577-3008

WGVI/WGVK-TV
Grand Rapids, MI
(616) 771-6666, TDD 800-748-0488

WJZY-TV Charlotte, NC
(704) 398-0046

WPSD-TV Paducah, KY
(502) 442-8214, Bob Fesmire

Broadcast Video Products
480 Main St Armonk, NY
(914) 273-6649, Jack Miller

Canadian Duplicators:

Agincourt Productions
Richmond Hill, Ontario
(416) 886-8273

General Audio Visual
Mississauga, Ontario
(416) 676-8211

*If your company isn't listed here
and should be, please call the
Association at 800-966-1030. □*

MII Rentals

If your facility rents out MII equipment, and you'd like others to know that fact, let us know. We need to know what MII equipment you rent out. Call 800-966-1030 or fax your information to us at (703) 620-0451, to be added to the following list.

Currently our list includes:

AudioVisual Headquarters
Rancho Dominguez, CA

(310) 885-4200

Rent out 3-AU-65's, they have shipping cases.

Avon Productions S. Plainfield, NJ
(908) 756-0643

Studio & Field MII, Cameras, etc.

Avonix Brookfield, WI
800-222-6050

Full line of MII available

Cinequipt St Paul, MN
(612) 646-1780

Full line of MII available

Davis Audio Visual Inc Denver, CO
(303) 455-1122

ECI Video Dallas, TX
800-880-9400

AU-63H, AU-65H, WV F700 cam /AU-410 dockable

Professional Desktop Video Systems

Glendale, CA

800-862-7820

Camcorder WV-F700/AU 410

Pro Line Video Austin, TX

(512) 837-2000 x30

Full line MII

Video Management Systems

Indianapolis, IN

(317) 639-6163

Sony M7 Cam., AU 500 Portable MII Deck

Vidicomp Distributors

Houston, TX

(713) 694-6400

WGVU/WGVK-TV

Grand Rapids, MI

(616) 771-6666, TDD 800-748-0488

AU-650, AU-500, AU-400

Broadcast Video Products

480 Main St Armonk, NY

(914) 273-6649, Jack Miller

Canadian Rentals:

VidCom Vancouver, B.C.

(604) 732-9711

WV-F250/AU400 Camcorder, AU-63, AU-65, AU-550

MII and Education

Highland University's (New Mexico) Communications Arts Program, where students are prepared for jobs in industrial video, recently added an MII suite to its facilities to supplement a range of Panasonic Broadcast Systems Company video equipment.

The new suite features an AU-62 MII studio player, an AU-63 MII studio player with Auto-Tracking and an AG-7650 S-VHS video cassette player as source machines, an AU-65 studio VTR record deck, an AG-A800 multi-event edit controller and a WJ-MX50 digital AV mixer with character generator module. It is anticipated that the equipment will be used largely for outside projects for various state agencies, such as a tape on a new curriculum for handicapped students prepared for the Governor's Committee.

"We got into MII because we wanted a broadcast-quality format," says Dr. Drake Bingham, program coordinator for the technical components of the Communication Arts department. "We were on the verge of buying another format when I saw the cost-effective AU-60 series of MII products demonstrated in Dallas. It was ideal for us. . ."

Dr. Bingham adds that "Panasonic could have made it difficult to interface MII to S-VHS if they designed MII as a discreet production line, but they gave some real thought to how to interface to S-VHS." □

Association Membership

If you are not currently a member of the MII Users Association of America and are interested in joining. Please fax or mail us the following information: company name, contact persons name, mailing address, phone and fax numbers (if available), if you do or do not have MII and which machines (make & model) you have.

We may be contacted at:

MII Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Pl., Suite 100
Reston, VA 22091

Or you may fax us at (703) 620-0451, or call toll free at 800-966-1030. □

New MII Alignment Tools and Fixtures

Model # and Description

VFK0356C

MII Tool Kit

VFM7089EAG(large)

MII Alignment Tape

VFM7088EAC(small)

MII Alignment Tape

VFM7004EAG

12MHz RF Sweep Tape

VFJ7080EG(low cost)

Electrical Set Up Tape

VFJ7081EG(low cost)

Mechanical Set Up Tape

VFK0409

Component Out Cable

VFK0705A

AU/410 Test Jig

VFK0735

Head Tip Protrusion Gauge

VFK0736

Mounting Base for VFK0735

Please contact your dealer for more information. □

MII Trading Post

Please contact us when the equipment is sold!!!

Equipment Wanted

Wanted: USED ONE INCH MACHINE, Prefer Ampex VPR-2 or Hitachi HR200E or HR200B. Please contact the MII Users Association, 800-966-1030, fax (703) 620-0451 (VA) if you have one to sell.

Wanted: JVC 811, or possibly Panasonic 7750 S-VHS editor. Phone or FAX Steve at (608) 251-8855.

Wanted: Used Panasonic AU-TB50B Time Base Corrector in good condition. Please contact John Cahill (908) 269-0100 (NJ).

Wanted: Will Buy your used Panasonic batteries (AU-BP220) if you have upgraded to "brick batteries" Please Contact Mark Kregel (410) 734-7961 (Baltimore, MD).

Equipment for Sale

Panasonic AU-65H Studio Recorder/Editor, with TBC and TC. 7 months old, 40 hrs on heads, \$11,600. Contact Dave Hilsen (612) 461-3470 (MN).

JVC KA M20U MII Camera Adapter Plate, allows JVC KY 17, 25, and 27 cameras to use MII dockable decks. Immaculate condition. List \$1200 asking \$350, includes Anton Bauer batt. plate. Please Contact Mark Kregel (410) 734-7961 (Baltimore, MD).

Panasonic CLE 200/ AU 400, new heads, excellent condition, \$9,000. W/ case & quick draw case. **CHYRON ACG \$4,500.** Call Tom Whaley at (419) 621-0602 (Sandusky, OH).

GVG 1600 Series Production Switchers, 1L and 1X (10 Inputs) \$6,000.00, 3K (16 Inputs) \$10,000.00. 7K and 7H (20 Inputs) \$12,000.00. All options are available. Contact Post Plus 40 East Main St., Port Jervis, NY 12771.

Panasonic AU-520, Portable MII Recorder, Demo unit, \$8,995.00. **Panasonic AK-400/AU-400 Camera/Dockable MII,** \$11,000.00. Also available: **JVC KY35ENG/KAR35 Camera,** includes 15:1 lens; Betacam adaptor, \$13,000.00; **Crosspoint-Latch 6112 2M/E switcher w/chroma key** \$2,250.00; **Crosspoint-Latch 8200 switcher/DVE/w/dual channel TBC** \$1,925.00; **ECHOLAB, DV7 SEG/switcher w/GPI** \$2,995.00. Please contact Ken Muchlbauer, 800-222-6050.

Panasonic AU-65, MII Studio Recorder/Editor, good condition, \$8,500.00. **Panasonic WV-F700/AU-410 Camera/Dockable MII,** Demo unit with one year parts & labor warranty. Camera/MII package has ENG/EFP kit w/15x lens, battery charger, and all other accessories, \$17,000.00. **Panasonic AG-7750 S-VHS Recorder/Editor,**

good condition, \$4,400.00. For further information, please contact Terry Nixon, (512) 837-2000 extension 22. TX).

Panasonic AU-660, Studio recorder/editor, with auto tracking, TBC, TC, etc. Excellent Condition. Asking \$10,500.00/negotiable. Also, **Animation system available.** Contact Steve Crouch (301) 946-6380. (MD).

JVC KR-M800U MII Editor, new heads, \$4,900.00/BO. **JVC BR-S611U S-VHS edit source recorder,** excellent cond., \$2,000.00. **IVES II frame accurate TC controller with programmable A/V fades, take \$ GPI triggers, EdL print, 2 TCRG's, sync/BB, A/B upgradable,** includes 2 JVC or Panasonic interfaces, \$1,900.00. **Additional IVES II interfaces, JVC or PAN., \$300.00 each.** Phone or FAX Steve at (608) 251-8855.

Panasonic AU-63, MII Studio Player w/AT, New in Box, \$11,600.00. Contact Darrell Johnson 800-264-0590 (TN).

Panasonic AU-63H AT, MII Studio Player w/AT, new, \$11,640.00. Also, **AU-65H Studio Recorder/Editor,** new, \$12,028.00. Full Warranty. Contact Bill Frazier (412) 243-1300 (PA) Quail Video.

JVC KRM 800U Recorder/Editor, excellent condition with new heads...asking \$6,750.00. Contact Harry Breitmeyer, 1365 McMullen Booth Rd, Clearwater, FL 34619 (813) 726-0204.

Panasonic AU-63, MII Studio Player w/AT, demo with time code, \$8,000.00. **200CLE 3-Chip Camera** \$3,700.00. The following have worked well together in a A/B roll MII suite: **Jazz "Ensemble" DVE,** with all extra cards and upgrades-paid \$18,000.00 sell for \$7,000.00. **Panasonic AGA800 Edit Controller,** with 3 9-pin cards \$2,900.00. **AGSW 800 AV Switcher,** \$2,500.00 TBC 200 \$1,500.00. Contact Jack Miller at (914) 592-4151 (NY).

JVC KMD 600 U S-VHS Dual TBC, with downstream keyer, accepts RGB from computer, works with AMIGA toaster or as a stand alone unit, excellent condition, \$3,800. Contact Bill Dunbar, Dunbar Video Productions, Holly, MI (313) 634-8686.

JVC KRM-820U MII Editor, with 1 event A/B roll edit controller built in, with SMPTE Time Code Card included. Good Condition, 2 yrs old, asking \$5,000.00. **JVC SA-T310U Component TBC,** \$2,000.00. Contact Terry Grant (612) 870-0028 (MN).

Panasonic AG 7750 w/TC \$4500., **Panasonic AG 750 editcontroller,** \$1000. **LAIRD legend Character generator,w/Encoder** \$3000. **JVC**

8 Input Switcher, w/Chroma Key, Tally, Intercom & GPI Trigger, \$2500. **Panasonic AVES Switcher** \$900. All in great shape,w/rackears,slides & manuals. Call Tim Dench (502) 239-0229.

AU 520 Portable MII Recorder, only 120 hours w/portabrace case, \$7400.00. **AU 65 Studio Recorder/Editor w/TBC & TC,** only 180 hours on heads, \$8300.00. **AU 62 Studio Player w/TBC & TC,** less than 10 hours on heads, \$6800.00. **Ampex ADO-100 DVE, 3D Option & Upgraded software,** \$16000. Much more, owner retiring. Contact Bob Pooler at (508) 263-7727.)

JVC KY 320 Camera w/Fujinon, 16 x 9.5 Lens, includes portabrace, power supply, batteries, shipper case and CCU...\$3,500.00. Contact Jordan Gershon, Majec Productions, (913) 894-1188 (KS).

Tascam 48-0B 1/2" 8 Track (DBX), Noise Reduction, ES-50 Syncronizer, ES-51 Sync Control Unit and cables. Also, 6 virgin reels 3M 226 1/2" Mastering Tape, like new condition! Less than 5 hours on deck. Purchased new for \$9,800.00. Complete Package, brand new, perfect condition!! Less than 5 hours on heads. Originally purchased for \$9,800.00, asking \$3,200.00/OBO. Contact Jodi Heuring at (612) 935-0033. (MN).

Panasonic AG 7500A SVHS Editing Decks, Special Demo Units, in box, FULL Warranty. \$3,500.00 each, or both for \$6,800.00. New edit controller, also available \$1,400.00. **MX10 Digital Special Effects Generator w/Titler,** \$900.00. Please contact Tim Dench, (502) 239-0229 (KY).

Telmet TM 8615,docking adapter AU400/410 to BVP7, asking \$999.00. **CrossPoint-Latch 6112 (used), 2M/E Switcher, w/chroma key** asking \$2250.00

Echolok, DV7 (used), BO SEG/switcher w/GPI, asking \$2995.00. **Tektronix 244505 (used), Combo waveform/vectorscope,** asking \$2650.00. **Anton Bauer MP4/probe (demo), battery charger, 4bay w/probe,** asking \$2195.00. We also have many accessories. Please contact Avonix at (414) 783-6050.

Panasonic AGB745 (new), Battery Charger, asking \$399. **TELMET TM8615, Docking Adapter AU400/410 to BVP7,** asking \$999. **K&H CAU500 (Demo), Carry Case for PAN AU500/AUS20,** asking \$149. **K&H CAU500 (Demo) case for AU500,** asking \$149. **CROSSPOINT-LATCH 6112 (Used), 2M/E Switcher with Chroma Key,** asking \$2250. **TEKTRONIX 244505 (Used), Combo Waveform/Vectorscope,** asking \$2650. **VIKING AU500CASE (Rental), R776 ATA**

Shipping Case, asking \$250. Please Contact Scott Schuelke at AVONIX, PO Box 505, N. 124th Street, Brookfield, Wisconsin 53005.

Panasonic AU-650 MII Variable Speed Studio Recorder/Editor, Excellent Condition, 100 hours on complete refurb by Brian Roose Panasonic Service Center, Georgia, \$6500. Contact Brooks Reid, Air Time Design, Miami, FL, (305) 666-0925.

Panasonic AU-300 Video Recorder/Reproducer w/A-30 Editor, Good Condition, \$4,900.00. Nagra IV-SJ Recorder/Reproducer, Like New, \$2,500. **Sony V-5800H High Resolution 3/4" UMatic Recorder/Reproducer**, Excellent Condition, \$1,500. Contact John Urciolo, Rand Systems Engineering Inc., (301) 983-1998.

Panasonic WV-S700 w/AU 410, 15x1 Lens, Battery & Charger, \$11,000. Contact Alan Nguyen, (714) 531-8896.

JVC-F911U Interface Unit \$500. **JVC-SAT411U Time Base Corrector**, with Noise Reduction (RGB YC Composite), \$2,800. **Sony V09800 SP 3/4" Recorder/Player** \$3,000. **2 Panasonic WJ300B Rack Mount Video Distributer Amplifier** \$1,500 each. **WJA01 Rack Mount for Video DA** \$65. **Panasonic WJ2254 Rack Mount Switcher** \$200. **Panasonic WJ-200RB Rack Mount Switcher** \$200. **JVC BR-S411U SVHS Docking VCR**

with JVC SA-R100U VITC Time Code Generator, \$2,500. All equipment like new and taken excellent care of. Contact Clark's Video Productions, (501) 636-8599.

1 Inch AMPEX VPR 80 with TBC Time Base Corrector, both in excellent condition. **TOTAL TIME** only 1750 hours. New heads replaces under warranty a year ago. Has Dynamic Tracking. Includes both parallel and serial boards, \$12,450. **Convergence 195 Controller**, lightly used. Excellent condition. Just reconditioned by factory service rep. With serial and parallel cards, \$1,850. Larry Cohen Productions, Watchung, N.J. (908) 561-8742.

For Sale: (1) **Panasonic AU 400**, less than 100 hours, very clean, \$3250. Call Bob (305) 565-1762.

Facilities/Suites

Find Financial Freedom in Florida. Well established (10 yrs), Turnkey video production company for sale by owners. Complete training and great terms available. Includes: broadcast editing system, fully equipped toaster, audio system, 3 chip camera and dockable portable, fluid head tripod, lowel lights, mics, film and slide transfer system, In-house duplication system, 800 # and credit card acceptance, furniture, phones and much, much more. You could be enjoying a positive cash flow today. All for well under \$100,000.00.

Call (813) 545-2646 (FL) for complete details.

A/B ROLL EDIT SUITE, includes Panasonic AU-60 Studio Recorder, (2) Panasonic AU-650 Studio Edit Recorder with Auto Tracking, Videotek Prodigy Composite Special Effects Generator, Paltek Elite Edit Controller with Serial Interfaces for Prodigy Switcher & (3) MII Recorders, \$40,000.00. System is in full working order, all three decks have approx 1000 hrs on head. Call Scott Kase at (703) 620-0451.

Tapes

Used MII Tape, limited number of MII tapes, Large cassettes, 30's, 60's 90's and Small cassettes, 10's and 20's. Low Passes, most with factory cases. Good for many purposes, \$3.50 each in lots of 100. Buyer pays the shipping charges. Contact Ed McKay or John Bishop at (704) 398-0046, or fax (704) 393-8407 (FL).

If you have equipment you would like included in the next Trading Post, please contact us in writing, either by fax or mail at MII Users Association of America, c/o GMG International Inc., 1950 Roland Clarke Place, Suite 100, Reston, VA 22091, fax (703) 620-0451, toll free 800-966-1030. Please contact us when the equipment is sold. □

(Continued from page 11)

of Broadcasting makes no guarantees on the amount of work contractors can expect to receive. 6. The Government is obligated to inspect all contractor work to insure it satisfies contractor requirements. The Government is further obligated to reject all work which fails to meet Government specified requirements. The following criteria, depending on type of contract services, will be used to evaluate prospective contractors: Radio and television broadcast experience including translating and adapting broadcast scripts. (Note: For broadcasting work, VOA/Worldnet TV requires that prospective contractors take a voice test. For translation or on-camera work, Worldnet TV requires that prospective contractors take a translation and/or on-camera test.) Extensive knowledge of target broadcast language and ability to adapt English material into the target language. Ability to produce work which demonstrates a keen knowledge of national and international issues. Ability to explain complex issues in clear, logical terms that can be understood by a worldwide audience. Highly developed production skills - assembling/coordination material, monitoring program segments for proper sequencing and integration, insuring continuity, editing broadcast scripts as necessary, etc. Typing/Word Processing skills. Ability to operate a wide variety of broadcast equipment, including reel-to-reel or video recorders, audio consoles, disc turntables, cartridge machines, etc. Individuals having the ability to furnish any of these services should write and request additional information from: Bureau of Broadcasting, Administrative Operations Division, ATTN: Heidi Kersey, B/AO, Room 1657-C, 330 Independence Avenue SW, Washington, D.C. 20547. (0166) □

Advertise in the MII Newsletter!

*A fraction of the cost of trade journal advertising
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AU/62/63/65 TAPE TENSION MEASUREMENT

CUSTOMER:

DATE _____

MODEL/HOURS: _____

SERIAL#: _____

1. Reference Voltage in Elect Mode

MODE	TP	SPEC	ORIG VAL	ADJ VAL	ADJUST
EJECT	TP-303	Vs 2500mv +/-50mv			VR 302
EJECT	TP-304	Vt 2500mv +/-50mv			VR 303
EJECT	TP-312	Vt 35mv +/-1mv			VR 308

2. Reference Voltage Measurement from Eject Mode to Stop Mode

<u>TP-304 (Vt)</u>	<u>mv(Vt = Take-up Side)</u>	Adjust sensor base with neutral plate. The adjusted voltage should match the above Vs and Vt voltages (+/- 50mv)
<u>TP-303 (Vs)</u>	<u>mv(Vs = Supply Side)</u>	

3 Tension Measurement in Each Mode

<u>MODE</u>		SPEC	OPTIMUM	ORIG VAL	ADJ VAL	ADJUST
PLAY	S	20g-25g	(23)			Mechanical
PLAY	T	20g-25g	(23)			Mechanical
FF	S	15g-20g	(18)	.		VR 304
REW	S	40g-50g	(45)			VR 306
REV x1	T	30g-35g	(33)			VR 305
REV x1	S	23g-33g	(28)			VR 309
PLAY TORQUE		TP 302/310 200mv+5mv	-200mv			VR 301
PLAY	T	10g-20g	15g			VR 307
See footnote 6 below						
FWD x1	S	20g-25g	(23)			Confirmation
STOP		-	-	.	.	Confirm load & unload modes
EJECT						

4. To adjust "REW S" (VR306), short TP19 and TP20 together (disconnect afterwards).
5. To adjust "Play Torque" (VR302), TP302 is "hot", TP 310 is "GND", measurement is between these two test points.
6. To adjust "PLAY T" (VR307), short TP309 and TP311 together (disconnect afterwards).

7. Foot Notes

#1 - Measurement should be performed in multivolt range. Specification is 2500mV +/- 5mV.

A Story deviation is impossible to see in the unit tests.

#2 - All measurements should be made at the beginning of a new 90 min. tape except "REW S", go to the very end. If the value of "PLAY T" is too low, there will be no "SHORT FF".

PANASONIC MII TRAINING VIDEOS

NOW AVAILABLE!!!!

This set of three 30 minute videos feature preventive maintenance, troubleshooting, applications overview, upper drum replacement, and basic service procedures. Specifically, items covered include the following:

(I.) PANASONIC MII EQUIPMENT TRAINING-LESSON I

RECOMMENDED CLEANING AND MAINTENANCE PROCEDURE

Sections-

- 1.0 - Upper Drum
- 2.0 - AC Head Stack
- 3.0 - Field Cleaning the Portable Unit
- 4.0 - Tape Path
- 5.0 - Cleaning the Pinch Roller
- 6.0 - Cleaning the Capstan
- 7.0 - Cleaning the Posts
- 8.0 - Cleaning the Fixed Posts
- 9.0 - Brush Assembly
- 10.0 - Cleaning the Earthing Assembly
- 11.0 - Final Disassembly and Cleaning
- 12.0 - Emergency Tape Unloading Procedures
(+ Conclusion)

(II.) LESSON 2 UPPER DRUM REPLACEMENT AND ELECTRICAL ALIGNMENT

Sections-

- 1.0 - Cleaner Roller Removal
- 2.0 - Mounting of Fixing Plate for Tip Protrusion Gauge
- 3.0 - Video Head Tip Protrusion for Measurement
- 4.0 - Removal of Upper Drum Assembly
- 5.0 - Upper Drum Re-assembly
- 6.0 - Eccentricity Gauge Adjustment
- 7.0 - Simplified At "x" Valve Adjustment

(III.) LESSON 3 APPLICATIONS AND OVERVIEW (Including basic troubleshooting)

Sections-

- 1.0 - Introduction
- 2.0 - Stand Alone Single Machine Configuration
- 3.0 - Machine to Machine (cuts only applications)
- 4.0 - A/B Roll Editing Systems
- 5.0 - MII Menu and Setting Instruction



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Monthly Survey Questions

Please Respond! Thank you to those who responded to last months survey.

Each month, the Users Association will poll users on specific MII issues and publish the results in the next newsletter. This month's topic is MII versus digital.

1) As an MII User, are you planning an upgrade to a digital format in the near future?

Yes No Not Sure

If yes, which format would you most likely consider?

- a. D1
- b. D2
- c. Panasonic D3
- d. Panasonic D5
- e. Disc based system

2 With the advent of the digital revolution in mind, how long do you plan to continue using your MII equipment.

- a. 1-3 years
- b. 3-5 years
- c. 5 years or more

3 What is your most important single reason for purchasing MII equipment over Betacam SP?

4 Are you planning the purchase of your first, or additional, MII equipment in the near future?

Yes No

It is important for the membership that you respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24-hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000.

MII Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Place, Suite 100
Reston, VA 22091

Optional

Name _____
Company _____
Phone _____

May 1993 Survey Responses

Each month the Users Association polls users on specific MII issues and publishes the results in the next newsletter. In this issue we are sharing the results of our questions in the May issue on routine maintenance and design/interface problems throughout the MII line..

1) Do you ever find interface problems between older (3 digit series) and newer (2 digit or H series) machines in terms of playback, recording, audio, etc?

Comments:

- Not insurmountable! Had to modify one 12 fin CMPT cable to BNCs on one end to mate AU-650 to AU-65H.

2) How about between portable field equipment (AU55H, AU500, AU20, or CAM Corders (AU410, AU410S) and studio machines of any vintage?

3) How often do you utilize the MII Audio 3 and Audio 4 tracks in your production work?

- a. More than 50% of the time
- b. 25%-50% of the time
- c. Less than 25% of the time 50%
- d. Never 50%

Comments:

- Never! Because it's HI-FI. We need separate audio/video 90% of time.

4) How many generations do you typically go down in your MII productions before you notice serious degradation of your audio?

- a. one generation
- b. 2-3 generations **67%**
- c. 3 or more generations **33%**

Comments:

- I'll bet my definition of "serious" is probably different than others. (3 or more generations)
- Linear tracks get "dull" with Dolby on. (2-3 generations)
- Generations probably never exceed 3 and no complaints of audio dubs have surfaced. (2-3 generations)

MII Users Association of America Membership Listing

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Total Digital Alan Nguyen 516 S Deming St Santa Ana CA 92704 (714)531-8896 MII Owner	WHTV-TV Venture Technologies Donald Wilson 23642 Calavas Rd Ste 104 Calabasas, CA 91302 MII User	Group Publishing David Priest PO Box 481 Loveland, CO 80539 (303)669-3836x267	WTXX-TV George Parsons 37 Peach Orchard Rd Prospect, CT 06712 Englewood CO 80110 (303) 730-1100 MII User	Windstar Studios Mike Wemple 525 Communications Cir. Colorado Springs, CO 80905 (719) 635-0422	Delaware	WRC-TV Mike Benetato 4001 Nebraska Avenue Washington, DC 20016	Fontaine & Epstein Assoc. Harry Epstein 8321 NW 7th St Apt 115 Miami, FL 33126-3916
Triangle Video Martin Geisler 11300 Hartland St N Hollywood, CA 91605- 6309	Wilderness Production Mike Conway PO Box 10260 S. Lake Tahoe, CA 96158 (916)577-3008 MII Owner	VU Videos Eric Wheeler 1420 Blake Street Denver, CO 80202 (800) 637-4336 Supplier	WTXX-TV Ron Barnes 37 Peach Orchard Rd Prospect, CT 06712 (203)758-3905 MII User	Windstar Studios Mike Wemple 525 Communications Cir. Colorado Springs, CO 80905 (719) 635-0422	Delaware	WRC-TV Mike Benetato 4001 Nebraska Avenue Washington, DC 20016	Full Sail Jim Michael 3300 University Blvd Winter Park, FL 32792 (407) 679-0100 MII Owner
			VU Videos Eric Wheeler 1420 Blake Street Denver, CO 80202 (800) 637-4336 Supplier	WTXX-TV Ron Barnes 37 Peach Orchard Rd Prospect, CT 06712 (203)758-3905 MII User	Delaware	WRC-TV Mike Benetato 4001 Nebraska Avenue Washington, DC 20016	Gendra Broadcasting Corp Michael Luisi 2800 Biscayne Blvd, STE 700 Miami, FL 33137 MII Owner
			VU Videos Eric Wheeler 1420 Blake Street Denver, CO 80202 (800) 637-4336 Supplier	WTXX-TV Ron Barnes 37 Peach Orchard Rd Prospect, CT 06712 (203)758-3905 MII User	Delaware	WRC-TV Mike Benetato 4001 Nebraska Avenue Washington, DC 20016	Graphics Dept. Lawrence Kohl 2100 Coral Way Miami, FL 33145

Industrial Video Technology Inc. Lisa Heydet 210 Hollywood Blvd. Hollywood, FL 33020 (800)362-RENT New/Used Eqty Dealer	Media Concepts Bob Skidmore 559 49th Street South St. Petersburg, FL 33707 (813) 321-2122 Dealer	Videotaping Services Inc Dale Sweet 1911 Manor Circle Dr. Winterhaven, FL 33880 MII Owner	Lithonia Lighting Mike Rogers Video Communications 1400 Lester Rd Conyers, GA 30207 (404) 922-0000 x2517 MII Owner	Zan Productions Rosann Bush 1390 E Rock Springs 4 Atlanta, GA 30306 (404)872-0719 MII Owner	Bloomquist & Associates, Inc Dick Bloomquist 829 N. Addison Ave Elmhurst, IL 60126 (708) 530-4077 MII Owner	NBC Mr. T. Powers 454 N. Columbus Dr. Chicago, IL 60611 MII Owner	Three Angels Broadcasting Network Doug Garica PO Box 220 West Frankfort, IL 62896 (618)627-4651 MII Owner
Lakeland Regional Medical Center Education Dept. Ryan Lee 1324 Lakeland Hills Blvd. Lakeland, FL 33805 (813) 687-1127 MII Owner	Multi Image Group Jim Ballantine 1080 Holland Drive Boca Raton, FL 33487 (800) 523-2682 Supplier	Video Techniques, Inc. Robert Lorenzen PO Box 9649 Bradenton, FL 34206-9649 (813)746-4949 MII Owner	Motion Visuals Pat Cooksey PO Box 4371 Atlanta, GA 30336 (404)696-2709 MII Owner	Hawaiian Image Video 44-401 Kanoehe Bay Drive Kaneohe, HI 96744 (808) 254-4644 MII Owner	Business TV Associates Mark Hewitson RR 1, Box 71 McLean, IL 61754 (309) 874-2906 MII Owner	Norwest Communications, Inc. Mark Karsney 123 S. Hough St. Barrington, IL 60010 (708) 381-3271 MII Owner	Video FX Stuart Soifer 400 Jefferson Ct. Wheeling, IL 60090 MII User
Lockheed Space Operations Miles Pacek 1748 W Cheryl Dr. Winter Park, FL 32792 (407)867-3875 MII User	National Television Supply Chuck Bachas 1126 S Division Ave Orlando, FL 32805 PO Box 130202 (407)423-7869 Dealer	National Video Exposure Clyde Land 5100 Kerr Dr. Atlanta, GA 30331 (404) 344-1551 MII Owner	Hot Shot Productions Jim Abell PO Box 1297 Kapan, HI 96746 MII User	Centercom Inc. Vicky Jacobs 7120 Ridgeway Lincolnwood, IL 60645 (708)675-1411 MII Owner	Panasonic Ted Ellsworth 9401 W Grand Ave. Franklin Park, IL 60131	Video Production Group Mark Wilder 511 Court St. Pekin, IL 61554 (309)353-6158 MII Owner	
Lockheed Space Operations Clyde Smith LSO 350 TRM 029 Kennedy Space Ctr FL 32899 (407) 867-3875 MII User	Sakolsky Productions Kerry Sakolsky 700 Biltmore Way, Suite 1202 Coral Gables, FL 33134 (305) 441-1935 MII Owner	WDZL Bob Castillo 2055 Lee St. Hollywood, FL 33020 (305) 925-3939 MII Owner	Northwest Airlines, Inc. Bob Sharrett 1000 Inner Loop Road Atlanta GA 30337-6072 (404)690-6935 MII Owner	KIT Video Pro Bill George 1095 Kalapaki Honolulu, HI 96825 MII Owner	Conter Video Rex Balz 5615 W. Howard Street Niles, IL 60648 (800) 621-4354 Supplier	Provid Supply Regina Szpak 896 Webster Ln Desplaines, IL 60016 Supplier	Video Replay Ron Normandy 118 West Grand Ave. Chicago, IL 60610 (312)822-0221 MII Owner
Lockheed Space Operations Ed Mikulas MS LSO 110 Kennedy Space Center, FL 32899 (407)867-2280 MII Owner	Aretta Sevestakis 6786 110 St. Seminole, FL 34642 MII User	WFLA Mike Healy 905 E Jackson St Tampa, FL 33614 (813) 228-8888 MII Owner	Printpack, Inc. John Clover 4335 Wendell Dr. Atlanta, GA 30336 (404) 691-2538 x445 MII Owner	Video Concepts Bob Ramacher 535 Lipsa Plkwy Kihia, Maui, HI 96753 (808) 879-1329 MII Owner	College of Dupage TV Roger Ewald 22nd Lambert Rd Glen Ellyn, IL 60137 MII Owner	Roscor Corp Mitch Roston 1061 Foothillville Drive Mt Prospect IL 60056 (708)299-9080 MII User	Video-Tech Production Alan Tharaby P.O. Box 2251 1602 Melrose Ct. Decatur, IL 62256 (217) 877-9422 MII Owner
Lockheed Space Operations Robert Simmer MS LSO 115 Kennedy Space Center, FL 32899 (407) 867-2280 MII Owner	Sifford Video Lawson Turk 2815 Evans St Hollywood, FL 33020 (800)727-2679 MII Owner	WFTS Jean Varn 4501 E Columbus Dr Tampa, FL 33605 (813) 623-2828 MII Owner	Savannah College of Art & Design Ralph Gnam 235 Haverstraw St. Savannah, GA 31402 (912)238-2407 MII Owner	Video Concepts Kevin Harrington 535 Lipsa Plkwy Kihia, Maui, HI 96753 (808) 879-1329 MII Owner	Copymaster Video Larry Stengren 711 E. Fairfield Ave. Villa Park, IL 60181 (708) 279-1276 MII Owner	Southern Illinois University John Kautzer Campus Box 1775 Edwardsville, IL 62026 MII Owner	WGEM Brady Dresler 513 Hampshire Quincy, IL 62301 (217) 226-6618 MII Owner
Magic Motion Film & Video Ron Shaw PO Box 16213 N. Hollywood, FL 91615 (818)769-4655 MII User	(407) 640-4000 MII Owner	WFTS Edward J. Ross P.O. Box 510 Palm Beach, FL 33480 (407) 655-5455 MII Owner	Strickland Video & Film Support John Strickland 2972 Chipmunk Trail Marietta, GA 30067 (404) 988-0803 MII Owner	Video Lab Norm Nichols 641 Keeaumoku, Ste. 5 Honolulu, HI 96814 (808) 947-5227 MII Owner	Ed Janik Productions Ed Janik RR 2, Box 94C Pleasant Plains, IL 62677 (217) 626-1976 MII Owner	State Farm Insurance Gary Chambers 1 State Farm Plaza Bloomington, IL 61710 MII Owner	WICD-TV David Boyer 250 Country Fair Dr. Champaign, IL 61821 (217) 351-8500 MII Owner
MagneTech Michael Pardo 3941 SW 47th Ave. Ft Lauderdale, FL 33314 1-800-683-DUPE (305) 791-6711 MII Owner	U.S. Air Force Wright Laboratory WL/MNGI Don Snyder Eglin AFB, FL 32542 (904)882-9911 MII User	Georgia Artistic Video Sells Douglas Keltz 5975 Bowell Rd. Ste 321 Atlanta, GA 30328	TVF Productions John Salter 1612 N. Oak St. Valdosta, GA 31602 (912) 244-9597 MII User	Cordillera Comm Andy Suk 1866 E Chisolm Dr Nampa, ID 83687 (208)467-3301 MII User	IMAC Int'l Inc. Jacques Kaufman 1301 Greenwood Ave Wilmette, IL 60091-1623 MII User	State Farm Insurance Steve Snyder 1 State Farm Plaza Bloomington, IL 61710 MII Owner	WSBT AM-TV/WNSN FM Chris Thornton 300 W Jefferson Blvd South Bend IN 46601 (219)233-3141 MII User
Mayo Clinic Aas Floyd 4500 San Pablo Rd. Jacksonville, FL 32224 (904) 223-2672 MII Owner	Valencia College Keith Foston Film Technology Program, Mail Stop 3-2 701 N. Econlockhatchee Trail Orlando, FL 32825 (407) 299-5000 x2415 MII Owner	Atlanta Video Production Center Joseph Gora 1570 Northside Dr. NW 240 Atlanta, GA 30318 (404) 355-3398 MII Owner	Vaughn Duplication Services Rick Gauthier 2700 NE Expressway Bldg A, Ste 200 Atlanta, GA 30345 (404) 728-9025 MII Owner	KTRV Brian Royster 679 6th St. Nampa, ID 83651 (208) 466-1200 MII Owner	JRC Productions Rob Aiello 528 Northgate St. Aurora, IL 60506 (708) 896-4250 MII Owner	Sure Word Productions Dane Griffin PO Box 67 Thompsonville, IL 62890-0067 MII Owner	WIFR-TV Willard Shears PO Box 123 Rockford, IL 61105 (805)987-5300 MII Owner
Mayo Clinic Bill Wimsett 4500 San Pablo Rd. Jacksonville, FL 32224 (904) 223-2008 MII Owner	Valencia College Jim Barber Film Technology Program, Mail Stop 3-2 701 N. Econlockhatchee Trail Orlando, FL 32825 (407) 299-5000 x2415 MII Owner	IBM Victoria Pendleton 3100 Windy Hill Rd. Internal Zip WE1C1 Marietta, GA 30067 (404) 833-3492 MII Owner	Video Copy Services Rick Stevens 1699 Tullis Circle Ste 117 Atlanta, GA 30329 (800)353-3616 (404)321-6933 MII Owner	KTFV Neil Smith 8800 West Park Boise, ID 83704 (208)375-8888 MII Owner	Kemper National Insurance Bill Demarco Kemper TV Studios F-3 Rt. 22 & Kemper Dr. Long Grove, IL 60049 (708) 540-4449 MII Owner	Televent Video Services Don Shannon 6533 West North Ave Oak Park, IL 60302 (708) 383-5588 MII Owner	WYCC-TV Donald Rhodes 7500 S. Pulaski Rd. Chicago, IL 60652 (312)638-4853 MII Owner
MedCom Group Rick Carr PO Box 7924 St. Petersburg, FL 33704 (813)621-1130 Dealer	Vaughn Duplication Services Ric Everett 5414 Beaumont Center Dr., Ste 202 Tampa, FL 33634 (813)887-3141 MII Owner	IBM Judy Sapp 3100 Windy Hill Rd. Internal Zip WE1C1 Marietta, GA 30067 (404) 833-3492 MII Owner	Video Duplication Skip Lewis 3095 Presidential Dr. Ste F Atlanta, GA 30340 (800) 235-9732 MII Owner	3 A B N Moses Primo PO Box 220 W Frankfort IL 62896 MII User	Master Image Video Duplications, Inc. Skip Navar 3176 Mac Arthur Blvd. Northbrook, IL 60062 (708)564-0470 MII Owner	The Orenda Group Jim Riemersma 9848 South Winchester Ave Chicago, IL 60643 (312) 285-3578 MII Owner	WTVO Al Petrie 1917 N Meridian Rd Rockford, IL 61105 (815) 963-5413 MII Owner
Medfo, Inc. John F. Leabhart, MD 6110 9th St. N. St. Petersburg, FL 33703 (813) 521-4130 MII Owner	Videocam Export Co. Juan Carlos Carrillo 7305 NW 36th Street Miami, FL 33166 (305) 592-2034 MII Owner	K&M Electronics 2620 Mu Ind Park Ste F Tucker, GA 30084 Repair MII	Video Supply Sales Co. Mark Radford 3440 Oakcliff Rd. Suite 112 Atlanta, GA 30340 (404) 458-2468 Dealer	Bible Students Publications George Tabac Damion Smith PO Box 8263 Savannah, GA 31420 (912)925-0022 MII User	Millikin University Ronnie Dean 1184 W. Main Decatur, IL 62522 (217) 424-6254 MII Owner	The Tape Company Robert Daly 801 Sivert Dr Wood Dale, IL 60191 MII Owner	Ball State University Bill Cahos University Media Services Muncie, IN 47306 (317) 285-1487 MII Owner
Medfo, Inc. Dennis McDougall 6110 9th St. N. St. Petersburg, FL 33703 (813) 521-4130 MII Owner	Video Factory Jeff Hooper 1126 S. Division Ave Orlando, FL 32805 (407) 246-6316 MII Owner	Lewis Broadcasting Co. Wallace Tidwell PO Box 61268 Savannah, GA 31420 (912)925-0022 MII User	Videography Inc George Tabac Damion Smith PO Box 8263 Savannah, GA 31412 (708) 595-0984 MII User	Mirage Video Communications Inc Richard Sulko 12413 S Harlem Ave. Palos Heights, IL 60463 (708) 448-0636 MII User	Three Angels Broadcasting Network Clarence Larson Rt 3 Box 176 Thompsonville, IL 62890 (618)627-4651 MII Owner	Ball State University Chris Weyers BC179 Muncie, IN 47304 (317) 285-8185 MII Owner	

B&J Photo Inc Ed Govin 5429 Keystone Dr Ft Wayne, IN 46825	Cedar Rapids Television Co. Bruce Kruec Second Ave. at Fifth St, SE Cedar Rapids, IA 52401 (319)398-8422 MII Owner	Majec Video Productions Jordan Gerhson 2975 Flint St Overland Park, KS 66214 (913)894-1188 MII Owner	Mission Service Supply Jordan Gerhson 900 Wood St Westmonroe, LA 71291 (318)325-8674 Dealer	Antietam Cable TV Dave Dahl 1000 Willow Cr Hagerstown, MD 21740 (301)797-5000 x122 MII Owner	Global Vision Tariq Nazir PO Box 535 Reisterstown, MD 21136 (301)356-6715 MII User	Professional Products, Inc. Bob Williams 2605 N. Rolling Rd, Suite 406 Baltimore, MD 21207-1960 (301) 298-7111 Dealer	Virtual Image Labs, Inc. David Paige 1738 Elton Rd Ste 307 Silver Spring, MD 20904-1725 (301)431-7735 MII Owner
Maginity Video Productions Harry Maginity PO Box 15 Green Castle, IN 46135 (317)653-5736 MII Owner	Iowa State University Denny Goodrich Media Production Unit Exhibit Hall S Ames, IA 50011 (515) 294-2316 MII Owner	Smokey Hills Public TV Lloyd Mintzmeyer PO Box 9 Bunker Hill, KS 67626 (913) 483-6990 MII Owner	Mission Service Supply Carl Hicks PO Box 2957 West Monroe, LA 71294 (800)352-7222 Dealer	AVA Productions Dick Stade 1412 Northcrest Drive Silver Spring, MD 20904 (301) 384-9595 MII Owner	Hocus Focus Productions Don Armstrong 200 E Joppa Rd, Ste L105 Towson, MD 21204 (410)832-5740	Ralph Graves Productions, Inc. Bill Graves 5161 River Rd, Bldg 2, Suite 103 Bethesda, MD 20816 (301) 986-4377 MII Owner	VMAG Kendra Cook 3410 Goldsboro Road Bethesda, MD 20817 (301) 320-0077 MII Owner
Production Services Walter Rassel 4930 Illinois Rd Ste 1F Ft. Wayne, IN 46804	University of Kansas Brian Powell Athletic Dept.-Football Allen Fieldhouse Lawrence, KS 66045 MII Owner	Newcomer Young Productions James Young 201 Trenton St West Monroe, LA 71291 (318)325-4413 MII Owner	Bell Atlantic Tom Erdely 801 Roeder Road Silver Spring, MD 20910 (301) 565-8663 MII Owner	Henry Joseph, III 10169 New Hampshire Ave. Suite 198 Silver Spring, MD 20903 (301) 434-7347 MII User	Image Productions John Young 9535 Madleville Road Frederick, MD 21701 (800) 238-4300 supplier	Regional Cable Network Cindy Garland 1000 Willow Cir. Hagerstown, MD 21740 (301) 797-5000	Washington Professional Systems Mike Gerry 11157 Viens Mill Rd Wheaton, MD 20902 (301) 942-6800 Dealer
Reed Productions Kevin Bassett PO Box 977 Warsaw, IN 46580 (219) 267-4199 MII Owner	Iowa State University Jim Tweten Media Production Unit Exhibit Hall S Ames, IA 50011 (515) 294-2316 MII Owner	Video Service of America Patrick Barber PO Box 14945 Lenexa, KS 66285-4945	Newcomer Young Productions Ken Purcell 201 Trenton St West Monroe, LA 71291 (318)325-4413 MII Owner	Carpel Video Andy Carpet 429 E. Patrick St Frederick, MD 21701 (800) 238-4300 MII Owner	Image Productions John Young 9535 Madleville Road Frederick, MD 21741-11380 (301) 739-4590 MII Owner	Ritz Audio/Visual Scott Grady 6620 Virginia Manor Beltsville, MD 20705 MII User	WBFF Del Paris 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 MII Owner
Sho-n-Tell Rolie Bunc 6241 Millhouse Rd Indianapolis, IN 46241 (317)856-5418 MII User	Kirkwood Community College Joe Taylor 6301 Kirkwood Blvd SW Cedar Rapids, IA 52406 (319)398-5620 MII Owner	Kentucky	Dench Video Services, Inc. Tim Dench 9141 Bardstown Rd. Louisville, KY 40291 MII User	Colorlab Russ Suniewick 5708 Arundel Ave. Rockville, MD 20852 (301) 770-2128 MII Owner	In Motion Magazine Allison Dollar 1203 West St. Annapolis, MD 21401 MII Owner	Sign Media Inc. Verden Neas 4020 Blackburn Lane Burtonsville, MD 20866 (301) 421-0268 MII Owner	WBFF William Hackney 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 MII Owner
Versatile Video Services, Inc. Terry Burke P.O. Box 333 Yorktown, IN 47396 (317) 759-4747 MII User	Pratt Audio Visual & Video Corp. Cynthia Egger 200 Third Ave., SW Cedar Rapids, IA 52404 (319) 363-8144 Dealer	KET Michael Howard 600 Cooper Drive Lexington, KY 40502-2296 (606) 258-7089 MII Owner	Newcomer Young Productions Chris Turner 201 Trenton St West Monroe, LA 71291 (318)325-4413 MII Owner	Commercial Video Services Greg Honeycutt 101 Winston, St Cumberland, MD 21502 (301)742-2799 MII Owner	In Motion Magazine Lynn Johnson 1203 West St. Annapolis, MD 21401 MII Owner	Specialized Communications Dave Clayberg 907 Maryland Ave. Hagerstown, MD 21740 MII Owner	WHAG-TV Wayne Younkine 13 E. Washington St. Hagerstown, MD 21740 (301) 797-4400 MII Owner
Video Management Systems Dan Hall 1004 E. Washington Street Indianapolis, IN 46202 (317) 639-6163 MII Owner	St. Luke's Hospital Maureen Osako 1026 A Avenue, NE Cedar Rapids, IA 52402 (319)369-7487	S & W Productions Tom Prigge 459 Broyles Ave Paducah, KY 42003 (502) 554-3057 MII Owner	New Orleans Convention Center Mike Blohm-Technical Services 900 Convention Center Blvd New Orleans, LA 70130 (504) 582-3062 MII User	Communications Televideo Ltd. Charles Drzyna 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	In Motion Magazine Michele LaSh 707 N. Broadway Baltimore, MD 21211 (410)550-9448 MII Owner	Kennedy Krieger Institute Mark Kregel 1403 Ronson Ct. Aberdeen, MD 21001 MII Owner	Take One Video Dan Powell 997 Headwater Annapolis, MD 21403 MII Owner
Video Management Systems Jeff McFall 1004 E. Washington Street Indianapolis, IN 46202 (317) 639-6163 MII Owner	Fast Forward Productions Brad Burrow 12508 Summertree Olather, KS 66062	S & W Productions Terry Schmitt 459 Broyles Ave Paducah, KY 42003 (502) 554-3057 MII Owner	Video First Productions Ray Morvant PO Box 331 Kaplan, LA 70548 (318)643-1988	Communications Televideo Ltd. Paul Farren 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	Communications Televideo Ltd. Mark Kregel 1403 Ronson Ct. Aberdeen, MD 21001 MII Owner	TCI Cablevision Bob Hickey 201 S. Mechanics St Cumberland, MD 21502 (301)722-6547 MII Owner	A/V Services Bob Pooler 674 Mass Ave (Rt 111) Borborough, MA 01719 (508) 263-7727 MII Owner
WFPT-TV Mac McShane 3707 Hillegas RD Ft. Wayne, IN 46808 (219) 471-5555 MII Owner	First Generation Video Wink Friesen 1802 N. Plum Hutchinson, KS 67502 (316) 662-9262 MII Owner	WPSD-Engineering Dept. Jim Franklin Paducah, KY 42002-1197	Vidox Chris Allain 1223 St. John Lafayette, LA 70506 (318)237-1700 MII Owner	Communications Televideo Ltd. Mr. Jan 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	Communications Televideo Ltd. James Chanuras Bldg 38A BM B2N35 Bethesda, MD 20894 (301)496-6396 MII Owner	Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 MII Owner	Bob Benson Video Film Robert Benson 287 Chappel St Holden, MA 01520 (508) 829-4105 MII Owner
WIPB-TV Bob Fairchild PO Box 1708 Muncie, IN 47308 (317)285-1249 MII Owner	WIPB-TV 1802 N. Plum Hutchinson, KS 67502 (316) 662-9262 MII Owner	Fast Forward Productions Brad Burrow 12508 Summertree Olather, KS 66062	VIP Philip Nelson 2908 Cameron St. STE B Monroe, LA 71201 (318)322-8222 MII Owner	Communications Televideo Ltd. Mr. Jan 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	Communications Televideo Ltd. Mark Kregel 1403 Ronson Ct. Aberdeen, MD 21001 MII Owner	Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 MII Owner	The Camera Corp Marty Feldman 858 Providence Hwy Norwood, MA 02062 Dealer
WIPB-TV James Miller PO Box 1708 Muncie, IN 47308 (317)285-1249 MII Owner	First Generation Video Wink Friesen 1802 N. Plum Hutchinson, KS 67502 (316) 662-9262 MII Owner	WPSD-Engineering Dept. Jim Franklin Paducah, KY 42002-1197	Vidox Chris Allain 1223 St. John Lafayette, LA 70506 (318)237-1700 MII Owner	Communications Televideo Ltd. Mr. Jan 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	Communications Televideo Ltd. James Chanuras Bldg 38A BM B2N35 Bethesda, MD 20894 (301)496-6396 MII Owner	Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 MII Owner	Crimson Tech Lee Wolloff 325 Vassar St Cambridge, MA 02139 (617)868-5150 Dealer
WIPB-TV James Miller PO Box 1708 Muncie, IN 47308 (317)285-1249 MII Owner	WIPB-TV James Miller PO Box 1708 Muncie, IN 47308 (317)285-1249 MII Owner	First Generation Video Wink Friesen 1802 N. Plum Hutchinson, KS 67502 (316) 662-9262 MII Owner	WPSD-Engineering Dept. Jim Franklin Paducah, KY 42002-1197	Communications Televideo Ltd. Mr. Jan 9301 Georgia Ave. Silver Spring, MD 20910 (301) 585-6311 Dealer	Communications Televideo Ltd. Mark Kregel 1403 Ronson Ct. Aberdeen, MD 21001 MII Owner	Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 MII Owner	The Camera Corp Marty Feldman 858 Providence Hwy Norwood, MA 02062 Dealer
WKJG-TV Matt Kyle 2633 West State Blvd Ft. Wayne, IN 46808 (219)422-7474 MII Owner	JAT Productions Jill Ann Nichols RR 3 Box 78 Lyons, KS 67554	Execute Productions Tom Samuels 127 S. Solomon St New Orleans, LA 70195 701195928 (504)482-8848 MII User	WYES Mike Denning PO Box 24026 New Orleans, LA 70184 (504) 486-5511 MII Owner	DBM Production Douglas Maddox PO Box 2115 Towson, MD 21286 (410) 825-2848 MII Owner	Communications Televideo Ltd. Tom Cook 51 Marmalade Rockville, MD 20850 (301)251-7159 MII Owner	TPI Productions Bill Perkins 5410 Goldaboro Road Bethesda, MD 20817 (301) 320-5979 MII Owner	Crimson Tech Lee Wolloff 325 Vassar St Cambridge, MA 02139 (617)868-5150 Dealer
WSBT AM TV Chris Thornton 300 W Jefferson Blvd South Bend, IN 46601	KPTS Dave McClintonck 320 W. 21st St Wichita, KS 67201 (316) 838-3090 MII Owner	In-Sync Larry Christensen 13 Country Club Lane Shenandoah, IA 51601 (712)246-5848 MII User	WYES Mike Denning PO Box 24026 New Orleans, LA 70184 (504) 486-5511 MII Owner	Preston Trucking Bob Lyons 151 Easton Blvd. Preston, MD 21655 (301) 673-7151 MII Owner	USF&G Corp Steve Kohn 5801 Smith Ave Baltimore, MD 21209 (410) 830-3433 MII Owner	Eastern Video Systems, Inc. Bob Strauss 2 Sterling Rd Billerica, MA 01862 (508)667-0009 Dealer	
WTTV Fred Baumgartner 3490 Bluff Road Indianapolis, IN 46202 (317) 787-2211 MII Owner	KSAS-TV David Bird 316 N. West St. Wichita, KS 67203 (316)942-2424 MII Owner	WYES Mike Denning PO Box 24026 New Orleans, LA 70184 (504) 486-5511 MII User	WYES Mike Denning PO Box 24026 New Orleans, LA 70184 (504) 486-5511 MII User	Fay Communications Inc. Tim Fay 802 Argyle Rd Silver Spring, MD 20901 (301)588-0778 MII Owner	PG County Office of TV Resources Steve Crouch 4407 Independence St. Rockville, MD 20853 (301) 946-6380 Repair	TPI Productions Bill Perkins 5410 Goldaboro Road Bethesda, MD 20817 (301) 320-5979 MII Owner	GTE Lab, Inc. Rich Weiland 40 Sylvan Rd. Waltham, MA 02254 (617) 466-4151 MII Owner
Iowa	KSNW Martin Heffner 833 N. Main Wichita, KS 67201 (316) 285-3333 MII Owner	America's Heritage Cable Brian Sawyer 1729 McPherson Ave Council Bluffs, IA 51503 (712) 328-7207 MII Owner	Maryland	Antietam Cable TV Bill Lucas 1000 Willow Cr Hagerstown MD 21740 (301)797-5000 x122 MII Owner	Fay Communications Inc. Tim Fay 802 Argyle Rd Silver Spring, MD 20901 (301)588-0778 MII Owner	Prince Georges Co. Public Schools Scott Schiller 8437 Landover Road Landover, MD 20785 MII Owner	Iron Fist Productions Ariel Lustig 432-A Mass Ave Arlington, MA 02474 (617) 466-4167 646-5954 MII User
				Action Comm Research Chip Gallo 1616 Forbes St Rockville, MD 20851 MII User	Prince Georges Co. Public Schools Terry Wolf 8437 Landover Road Landover, MD 20785 MII Owner	Video Transfer, Inc. Eric Aschenbach 5709 Arundel Ave. Rockville, MD 20852 (301) 881-0270 MII Owner	Iron Fist Productions Ariel Lustig 432-A Mass Ave Arlington, MA 02474 (617) 466-4167 646-5954 MII User
				Antietam Cable TV Bill Lucas 1000 Willow Cr Hagerstown MD 21740 (301)797-5000 x122 MII Owner	Professional Products, Inc. James Baldwin 1089 Heathers Dr. Westminster, MD 21158-3602 (301) 876-9590 MII Owner	Professional Products, Inc. James Baldwin 1089 Heathers Dr. Westminster, MD 21158-3602 (301) 876-9590 MII Owner	Virtual Image Labs, Inc. David Paige 1738 Elton Rd Ste 307 Silver Spring, MD 20904-1725 (301)431-7735 MII Owner

LCR Productions Leo Rotkiewicz, Jr. 46 Elm St South Deerfield, MA 01373-1006 (413) 665-2946 MII User	Delta College Harold Conley University Center, MI 48710 (517)686-9354 MII Owner	Q-1 Video Network Tim Hart 62 Division Coldwater, MI 49036 (517) 279-8752 MII Owner	WNMU-TV Northern Michigan University Earl Littich Marquette, MI 49885 MII Owner	Grant Booker Video Terry Grant 2543 Nicollet Ave. S Minneapolis, MN 55404 (612) 870-0028 MII Owner	Physics Curriculum and Instr Dave Hilsen 2285 Woodhill Dr. Lakeville, MN 55044 MII Owner	University of Missouri Video Network James Gmar 301 Fine Arts Bldg UMKC Kansas City, MO 64110- 2499 (816)235-1094 MII Owner	Creighton University Chuck Lenosky California at 24th ST Omaha, NE 68138 MII Owner	
Media Partners of MA Gary Pink 1837 Ocean St. Marshall, MA 02050 (617) 837-5301 MII Owner	Digital Animation Corp. Ron Ware 24445 Northwestern Hwy, Suite 105 Southfield, MI 48075 (313)354-0890 MII User	Thaler Electronic Labs Karl Cuyoumjian 7235 Jackson Rd. Ann Arbor, MI 48103 (313) 761-4506 Dealer	Wolohan Lumber Paul Adler 1740 Midland Rd Saginaw, MI 48603 (517) 793-4582 MII Owner	Heaton Dailey Monson Jamie Heaton 6573 City West Pkwy Eden Prairie, MN 55344 (612)943-1711 MII Owner	Promotional Films and Video, Inc. Al Peterson 1313 Cambridge St. Hopkins, MN 55343 (612) 935-2183 MII Owner	Vaugh Duplication Services Pete Leverenz 13241 Tandem Drive Coev Coeur, MO 63146 (314)576-6804	Creative Visual Larry Horman 10135 J St. Omaha, NE 68127 (800) 547-4184 MII Owner	
MIT Earth & Planetary Sciences Tim Dowling 18 Vassar St Bldg 54-420 Cambridge, MA 02139 (617) 253-1785 MII Owner	Dunbar Video Productions William Dunbar 2487 House Rd Holy, MI 48442 (313)634-8686 MII Owner	Thaler Electronic Labs John Young PO Box 96 Bangor, MI 49013 (616) 427-8233 Dealer	WXZY Mike Doback PO Box 789 Southfield, MI 48037 (313) 827-9490 MII Owner	Jamieson & Associates, Inc. Richard Jamieson 5200 Wilson Road - 300 Minneapolis, MN 55424 (612)920-3770	Todd Communications Tom Upmann 6545 Cecilia Cir. Minneapolis, MN 55439 (612)941-0556 Dealer	Montana Eagle Communications, Inc. C.J. Cannalato PO Box 5268 Missoula, MT 59806 (406) 721-2063 MII Owner	Data Security Inc. Wayne Boles 729 Q St. Lincoln, NE 68508 (800) 225-7554 Manuf.	
New Avenue Communications Phil Alape 50 Hunt St. Watertown, Ma 02172 (800)835-5222 MII User	Dan Fitzgerald P.O. Box 126 Tecumseh, MI 49286 (517) 423-8124 MII User	True Life Video Ted & Kay Slankster 9155 Davisburg Road Clarkston, MI. 48348 313 625-9155 MII User	WZZM-TV Chuck Mikowski 645 Three Mile Rd N.W. Grand Rapids, MI 49504 MII Owner	Juntunen Video Mike Vimup 708 N. First St., Ste 131 Minneapolis, MN 55401 (612)341-3348 MII Owner	Todd Communications Bob Facklam 6545 Cecilia Cir. Minneapolis, MN 55439 (612)941-0556 ex 484 Dealer	Garner Industries Scott McLain 4200 N 48th Lincoln, NE 68504 (800)228-0275 Manuf.		
New England Cablevision Jerry Klinow 38 Blackburn Center Gloucester, MA 01930 (508)281-2285	Int'l Learning Systems, Inc. Larry S. Botha Rm 120 Bell Hall Andrews University 'Berrien Springs, MI 49104-0087 (616)471-6052 MII Owner	University of Michigan, METN Jerry McCarty RM 1020 HH Dow Bldg Ann Arbor, MI 48109- 2136 (313) 763-1233 MII Owner	3M Bob Herman 3M Center Building 223-SN-01 St Paul, MN 55119 (612) 736-2549 Manuf.	KARE Norm Beardsley 8811 Olson Memorial HWY Minneapolis, MN 55427 (612) 546-1111 MII Owner	Vaugh Duplication Services Ken Christiansen 7951 Computer Ave South Minneapolis, MN 55435 (800)323-0281 MII Owner	KECI-TV Larry Arbaugh PO 5268 Missoula, MT 59806 (406)721-2063 MII Owner	Godfathers Pizza Inc. Tom Elkins 9140 W Dodge Rd Omaha, NE 68114 (402)391-1452 MII Owner	
Plainsong Productions Ben Achtenberg 47 Halifax Street Jamaica Plain, MA 02130 (617) 524-0980 MII User	Ken Johnston 3470 Dobic Rd Oklomo, MI 48864 (517)349-2976 MII User	Vivid Visions, Inc Christopher Hart 9282 General Dr., Suite 130 Plymouth, MI 48170 (313) 453-7770 MII Owner	Alpha Video Dick Whitley 7836 2nd Ave. S. Bloomington, MN 55420 Dealer	KARE Michael Young PO Box 11954 St Paul MN 55111 (612)825-4835 MII User	Mississippi WJTY, Broadcasters of MS Inc Mike Godwin PO Box 8887 Jackson MS 39284-8887 (601)372-6311 MII Owner	KCFW-TV Chris Neuhause PO Box 857 Kalispell, MT 59901 (406) 755-5239 MII Owner	Godfathers Pizza Inc. Matt Kush 9140 W Dodge Rd Omaha, NE 68114 (402)391-1452 MII Owner	
Post Time Productions Fred Mycroft 340 Anawan Street Rehoboth, MA 02789 MII Owner	Lake Michigan College Todd Blake 2755 E Napier Ave Benton Harbor, MI 49022 (616)927-3571 x5248 MII Owner	VPM Studios Gene Casaroll 13761 Bell Court Stirling Heights, MI 48312 (313) 939-8680 MII Owner	Alpha Video Tom Egan 7836 2nd Ave. S. Bloomington, MN 55428 Dealer	King Video Cable Co. Dennis Becker 6901 Winnetka Ave. North Brooklyn Park, MN 55428 (612) 531-4422 MII Owner	Missouri KTVM Bill Ward 750 Dewey Blvd Butte, MT 59701 (406)494-7603 MII Owner	KTVW Bill Ward 9140 West Dodge Rd Omaha, NE 68114 (402) 391-1452 MII User	Johnnie Travis 9140 West Dodge Rd Omaha, NE 68114 (402) 391-1452 MII User	
ProMEDIA Floriano Cabral 246 Palmer Street Fall River, MA 02724 (508)994-0447 MII Owner	Lake Michigan College Kevin Birdsell 2755 E Napier Ave Benton Harbor, MI 49022 (616)927-3571 x5249 MII Owner	Western Michigan Public Broadcasting Tim Scarpino 301 West Fulton Grand Rapids, MI 49504- 6492 (616)771-6666 MII Owner	Western Michigan Public Broadcasting Tom Touges 3935 31st Ave Plymouth, MN 55447 Dealer	Alpha Visual Wholesaler Tom Touges 3935 31st Ave Plymouth, MN 55447 Dealer	American Cablevision John Denison PO Box 5454 Kansas City, MO 64131 MII Owner	KULR-TV Dean Jameson PO Box 8080 Billings, MT 59108 (406) 636-8000 MII Owner	NTV Network Jerry Fushner P.O. Box 220 Kearney, NE 68848-0220 (308) 743-2494 MII Owner	
Studio S Productions Bill Lowell 5 TV Place Needham, MA 02192 (617) 449-0400 MII Owner	Mirage Video Communications Inc Richard Sulko 12413 S Harlem, IL 600463	Western Michigan University James Kirkland Television Department Kalamazoo, MI 49008- 3899 (616) 387-5040 MII Owner	Century Design Jody Heuring 530 15th Ave. S. Hopkins, MN 55343-7889 (612) 935-0033 MII Owner	Marketing By Video Bill Bundy Box 11098 Minneapolis, MN 55411 (612)832-3812 MII Owner	Foris Benefits Insurance Company Craig Campbell 2323 Grand Ave Kansas City, MO 64108 (816)881-8719 MII Owner	KUSM TV MONT ST UNIV Thomas Jenkins Cape Giardeau, MO 63702-0681 (314) 334-1189 MII Owner	WOWT-TV Rick Kluit 3501 Farmar Omaha, NE 68131 (402) 346-6666 MII Owner	
Thom McAn Greg Lindgren 67 Millbrook St. Worcester, MA 01606 (508) 791-3811 MII Owner	Mt Hope Church Bob Glenny 202 S Creyta Rd Lansing, MI 48917 (317) 321-2780 MII Owner	Western Michigan University James Kirkland Television Department Kalamazoo, MI 49008- 3899 (616) 387-5040 MII Owner	Champion Auto Stores Larry Gilbertson 2101 57th Ave N Brooklyn Park, MN 55428 (612) 560-1335 MII Owner	Miller Meester Advertising Dan Saurau 17 N Washington Ave Minneapolis, MN 55401 (612) 337-9120 MII Owner	Good News Productions Stan Waite Box 222 2111 N. Main Joplin, MO 64802	Nebraska Boys Town Mark Warszaki 555 N 30th St Omaha, NE 68131 MII Owner	WOWT-TV Carl Bauman 3501 Farmar Omaha, NE 68131 (402) 346-6666 MII Owner	
WNAC-TV Gary Sprague 33 Pine St Rehoboth, MA 02769 MII Owner	Mt Zion Temple David McClure 4900 Maybe Rd Clarkston, MI 48348 313-391-6166 MII Owner	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008- 5167 (616) 387-5042 MII Owner	Cinequipt Kevin Groves 856 Raymond Ave St Paul, MN 55114 (612) 646-1780 Dealer	Northeast Minnesota Public TV Bill Sanford Box 9 BSU Bemidji, MN 56601-2699	KPLR Jim Wright 4935 Lindell Blvd. St. Louis, MO 63108 (314) 454-6306 MII Owner	KPLR Jim Wright 4935 Lindell Blvd. St. Louis, MO 63108 (314) 454-6306 MII Owner	Nevada	
Michigan	Christian Family Centre Paul Maybee 1800 W US 223 Adrian, MI 49221 (517)263-6232 MII Owner	Persona Video Tony Gorkiewicz 6608 Orchard Lk Rd 200 West Bloomfield, MI 48322	Cinequipt Kevin Groves 856 Raymond Ave St Paul, MN 55114 (612) 646-1780 Dealer	Cinesound 2 Kevin Groves 856 Raymond Ave St Paul, MN 55114 (612) 642-4637 MII Owner	Northland Insurance Companies Charlie Stellick 1295 Northland Dr. St. Paul, MN 55120-1146 (612)688-4721 MII Owner	Lines Video Systems 219 S Jefferson Springfield, MO 65806 (800)641-4674 Dealer	BioMed Communications Dept Jim Prucha 2400 California St Omaha, NE 68178 MII Owner	High Sierra Video Productions Bryan Hoopes 930 Tahoe Blvd, Unit 802 Incline Village, NV 89450 (702)831-1296 MII Owner
Communications Systems Group	Kirk Krinke 13555 Capital Ave Oak Park, MI 48237 (313) 399-2000 Dealer	PKH Video Peter Hickman 1997 M-50 Tecumseh, MI 49286 (517) 423-2137 MII Owner	WNEM TV 5 Greg Sumre 107 N. Franklin St PO Box 531 Saginaw, MI 48606 (517)755-8191 MII Owner	Gottsy Advertising & Marketing, Inc. Rich Elsberry 5001 West 80th ST., Ste 655 Bloomington, MN 55437 Has MII	NW Airlines Bob Brandia 5101 NW Dr St. Paul, MN 55111 (612)726-0355 MII Owner	Chapman & Associates Don Chapman 1912 California St Omaha, NE 68102 (402) 343-0440 MII Owner	Markone Video Mark Carey 220 South Rock Blvd #9 Reno, NV 89502 (702)856-2011 MII Owner	
Communications Systems Group	Andrew McCaskey 13555 Capital Ave Oak Park, MI 48237 (313) 399-2000 Dealer	PDO2 MultiMedia 7465 West Grand River Brighton, MA 48116 (313) 229-0843 MII Owner	WNEM TV 5 Michael J Miller 107 N. Franklin St PO Box 531 Saginaw, MI 48606 (517)755-8191 MII Owner	Physics Curriculum and Instr Dave Hilsen 2285 Woodhill Dr. Lakeville, MN 55044 (612)870-0028 MII Owner	Creighton University Terence Barrio 2400 California St Omaha, NE 68178 (402)280-5124 MII Owner	Truckee River Studios, Inc. Larry Beldon PO Box 1529 Verdi, NV 89439 (800) 824-0977 MII Owner	Creative Visual Larry Horman 10135 J St. Omaha, NE 68127 (800) 547-4184 MII Owner	

Unique Video Productions Bill Pearce 3932 Kingsrow Reno, NV 89503	CNBC Kevin Kudatzky 2200 Fletcher Ave. Fort Lee, NJ 07024 MII Owner	CD Productions, Inc. Cindy Barchus PO Box 2785 Corrales, NM 87048-2785 MII Owner	New York Four M Video Inc EF Merrill 6001 San Mateo Blvd NE, STE F-3 Albuquerque, NM 87109 MII User	Center for Video Education About Multimedia Bill Tucker 1529 Central Ave Albany, NY 12205 (518)464-4098 MII User	Don Herring & Assoc. Don Herring PO Box 71 Eastchester, NY 10709	NBC News Joe Marrone 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 MII Owner	Vertex Video Group Steven Zacharoff 1680 Bedford Ave. #22D Brooklyn, NY 11225 (718) 756-0438 MII Owner					
Western Nevada Community College 2201 West Nye Lane Carson City, NV 89703 (702)887-3073	CNBC Steve Crispiano 2200 Fletcher Ave. Fort Lee, NJ 07024 (201) 583-6354 MII Owner				HITN Jose Rodriguez 449 Broadway 13 New York, NY 10013 Has MII	NBC Bill Sacrey 30 Rockefeller Plaza Rm 1210W New York, NY 10112 (212) 664-7140 MII Owner	Video Keepsakes Doris Blachut 85 Oliver Ave Valley Stream, NY 11580					
New Hampshire	Harrison Feather 44 Park Ave Madison, NJ 07940-1526 MII User	G.C. Video, Inc. Diane Bogle 425 Eubank Blvd, NE Suite E Albuquerque, NM 87123 (505) 293-6309 Dealer			Colortone Bob Siebern 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	Hofstra University Mark Sugarman Special Events A/V 112 Student Center Hempstead, NY 11550 MII User	Video Magic Enterprise Melvin Flythe 130 W 3rd St New York, NY 10012					
Channel One Video Bill Channel PO Box 1437 Seabrook, NH 03874 (603) 474-5046 MII User	Edit Masters David Lane 1000 Laurel Oak Corp Center Voorhees, NJ 08043 (609) 784-1177 MII Owner				Colortone Jack Miller 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	NBC Mr. Andy Morris 30 Rockefeller Plaza Rm 1210W New York, NY 10112 MII Owner	Vidipax Jim Lindner PO Box 2 Eldred NY 12732 (914)557-3600 MII User					
Great Northern Video Harvey Weinstein 31 Industrial Park Dr. RFD 10 Concord, NH 03301 (603)228-0412 Dealer	Garden State Cable TV Martin Oremsky 1250 Haddenfield-Berlin Rd. Cherry Hill, NJ 08034 (609) 354-1880 MII Owner	KGSW-TV Mark Gardner 1377 University Blvd NE Albuquerque, NM 87102 MII Owner			CoarcVideo Edward Hoffer Jr. PO Box 2, Rt 217 Mellenville, NY 12544 (800) 888-4451 Supplier	IBM East Fishkill Joseph Chin Rt 52 Dept 31U, zip 22A Hopewell Junction, NY 12533 MII User	NBC News Mel Weidner 30 Rockefeller Plaza, RM 807 New York, NY 10112 (212) 664-6118 MII User	VIZ Technologies 3861 Ocean View Ave Brooklyn, NY 11224 (718) 714-9873 MII User				
Icicle Productions Erik Louette 7 Hamptead Rd Box 439 Sandown, NH 03873 MII User	JC Productions John Cahill 352 Amsterdam Ave. Bayville, NJ 08721 (908)269-0100 MII Owner	New Mexico Highlands Univ. Drake Bingham Communication Arts Bldg Las Vegas, NM 87701 (505)454-3353 MII Owner			Allen AME Church Gary Fulmore 1100-54 Merick Blvd Queens, NY 11432 (718) 526-3510 MII User	Steve Cripiano 1864 64th St Glen Dale, NY 11385	NBC News Stu Pearson 52-37 Second St Long Island City, NY 11101 (718) 482-8310 MII User	Vlahos Communications Harvey Vlahos State RT 156 Altamont, NY 12009 (518) 861-8176 MII User				
Taylor & Company Robin Taylor 13 Dartmouth College Hwy Lyme, NH 03768 (603)795-4100 MII User		New Mexico Technical Institute Paul Hofman Geoscience Dept. Socorro, NM 87801-4796 (505)835-5108 MII Owner			CTL Electronics Chi Tien Lui 116 West Broadway New York, NY 10013 MII Owner	Leading Image Larry Solomon 54 Kingsferry Rd. Monroe, NY 10548 (914)739-5562	NBC News Stu Pearson 52-37 Second St Long Island City, NY 11101 (718) 482-8310 MII User	Warner Advertising Brian Warner 150 N. Winton Road Rochester, NY 14610 (716)654-6710 MII User				
Tech Services Steve Carnes 23 Truill Rd Hollis, NH 03049												
New Jersey	NBC Mr. Wayne Grennier 101 Broad Avenue Fairview, NJ 07022 MII Owner	OnTrack Inc. Cy Leland Box 3188 HS Ruidoso, NM 88345 (800)424-7296 MII Owner			Bausch & Lomb Terry Shaw 1400 N. Goodman St. Rochester, NY 14692 (716) 338-8779 MII Owner	Duckball Al Arthur 532 LaGuardia Pl Box 370 New York, NY 10012 (718)599-2385 MII Owner	Locke Productions Christopher Johnson 14336 Oak Ave Flushing, NY 11355 MII User	New York City Sanitation Department Mike Barbarotto Audio Visual Services Unit PO Box 213 Maspeth (Queens), NY 11378 (718) 507-3543 MII Owner	WPDX Bob Murch 222 42nd St New York, NY 10017 (212) 210-2552 MII User			
Audio + Video Post Tony Beawick 235 Pegasus Ave Northvale, NJ 07647 (201) 784-2818 MII User	Telemetrics Anthony Cuomo 7 Valley St Hawthorn, NJ 07506 (201) 423-0347 MII Owner				B & B Systems, Inc. Norman Schnapper 630 3rd Ave. New York, NY 10017 (212)599-0375 Supplier	Elite Video Production Kalman Zeines 1612 E. 14th St Brooklyn, NY 11229 (718) 627-0499 MII Owner	Manhattan Cable TV Adrian 120 E 23rd St New York, NY 10010 (212)598-7278 MII Owner	New York Telephone William Basciano 1095 Avenue of the Americas, Rm 1600 New York, NY 10036 (212) 395-0111 MII Owner	WWNY-TV Jim Corbin 120 Arcade St Watertown, NY 13601 (315)788-3800 MII Owner			
Avon Productions Fred Lipowitz 123 Mata Street South Plainfield, NJ 07080 (908) 756-0643 MII Owner	Tri View Inc Larry Cohen 45 Mountain Drive Watchung, NJ 07060 (908) 561-8742 MII User	PCI, Inc. Kellie Cantrell 1595 W. Amador Ave Suite H Las Cruces, NM 88005 (800)424-7296 MII Owner			BCS Walter Druler 460 W. 34th Street New York, NY 10001 (212) 268-8800 Supplier	Euro Video Productions Carl Holman #9 Hazen Ln Carmel, NY 10512 (1800)486-2275 MII Owner	Manhattan Cable TV Fred Ciccone 120 E 23rd St New York, NY 10010 (212)598-7269 MII Owner	New York Telephone William Basciano 1095 Avenue of the Americas, Rm 1600 New York, NY 10036 (212) 395-0111 MII Owner	WWNY-TV Jim Corbin 120 Arcade St Watertown, NY 13601 (315)788-3800 MII Owner			
Bell Atlantic Corporate Television Richard Deiss 540 Broad Street, Room 400 Newark, NJ 07101 (201) 649-3885 MII Owner	United Artists Cable Peter Strang-Wolf 421 Alwood Rd Clifton, NJ 07012 (201) 779-2444 MII Owner				Sandia National Labs Jim Lloyd Organization 7212 P.O. Box 5800 Albuquerque, NM 87185 MII Owner	Bravo Studio Michael Shkolnikov 2055 E 57th St Brooklyn, NY 11234 (718) 377-4411 MII User	Fine Art Productions Richie Suraci 67 Maple St Newburgh, NY 12550-4034	Manhattan Cable TV James Oakes 120 E 23rd St New York, NY 10010 (212)598-1787 MII Owner	Manhattan Cable TV Mark Olkowski 405 Lexington Ave, 54th Floor New York, NY 10174 MII User	WXXA TV Sargent Cathrall 815 Central Ave Albany, NY 12206 (518)438-8700 MII Owner		
Bottom Line Television Mike Moran 6 Northwest Blvd Newfield, NJ 08344 (609) 697-4661 MII Owner	Video Corp of America PO Box 5480 Somerset NJ 08875-5480				Sandia National Labs Charles Johnson Div 9249 Box 5800 Albuquerque, NM 87185 MII Owner	Broadcast Video Productions Jack Miller 480 Main Street Armonk, NY 10504 (914) 273-6649 MII Owner	Fuji Photo Fil USA Tom Daly 555 Taxter Road Elmsford, NY 10523	Fine Art Productions Richie Suraci 67 Maple St Newburgh, NY 12550-4034	Manhattan Cable TV Stephen Cohen 48 W 21st Street NYC 10010-6994 (212)741-8011 Dealer	Miller Pro Video Ted Hammel 737 Atlantic Ave. Rochester, NY 14609 (716) 288-5620 MII User	PCI Recording Service Ted Hammel 737 Atlantic Ave. Rochester, NY 14609 (716) 288-5620 MII User	North Carolina
Cassette Dub Inc. Paul Ranieri 245 Livingston Street Northvale, NJ 07647 (201) 767-7077 MII Owner	Wing and a Prayer Productions Judy Gazzara PO Box 94 Paulsboro, NJ 08066				Troxell Terry Hixson 2730 San Pedro, NE Albuquerque, NM 87110 Dealer	Broadcast Video Productions Bill Cohen 27 Ricky Rd Ronkonkoma NY 11779 (516)467-7551 MII User	HAVE, Inc. Dave Radin 1619 Broadway 10th FL New York, NY 10019 (212)265-7600	Greater Rochester Cable Harry Goldberg 71 Mount Hope Ave Rochester, NY 14620 MII Owner	Moyse & Associates, Inc. Claude Moyse PO Box 491 Alamont, NY 12009 MII Owner	PDR Productions Neil Derosa 219 E. 44th St New York, NY 10017 (212)986-2020 MII	A&T State University Arthur D. Seby Greensboro, NC 27406 MII User	
Costello Video Group, Inc. Joe Costello 241 Molnar Dr. Elmwood Park, NJ 07407 (201)791-5449 MII Owner	WI Kromemyer Associates Bill Kromemyer 280 East Glen Ave. Ridgewood, NJ 07450 (201) 445-1919 MII User	Video Technical Services George McClelland 222 Truman NE Albuquerque, NM 87108 Dealer			Video Technical Services Steve Gordon 456 W. 55th St. New York, NY 10019 (212) 757-6977 Supplier	Heritage Broadcasting of NY Sargent Cathrall 815 Central Ave Albany, NY 12206 922	NASSAU COUNTY POLICE (VISCOM) Benjamin Homenick 1490 Franklin Ave. Mineola, NY 11501 (516) 573-7013 MII Owner	Nassau County Police (VISCOM) Benjamin Homenick 1490 Franklin Ave. Mineola, NY 11501 (516) 573-7013 MII Owner	OwnerPost Plus Frank Ahrens 40 East Main Port Jervis, NY 12771	Camp Lejeune Dept. Schools Mirjam Bohnet Camp Lejeune, NC 28542 MII User		
Unique Video Productions Bill Pearce 3932 Kingsrow Reno, NV 89503	CD Productions, Inc. Dale Green PO Box 2785 Corrales, NM 87048-2785 MII Owner	New Mexico Four M Video Inc EF Merrill 6001 San Mateo Blvd NE, STE F-3 Albuquerque, NM 87109 MII User			Camera Mart Steve Gordon 456 W. 55th St. New York, NY 10019 (212) 757-6977 Supplier	Herkimer County Community College Bob Schultz Reservoir Rd Herkimer, NY 13350 (315)866-0300x238 MII Owner	Herkimer County Community College Bob Schultz Reservoir Rd Herkimer, NY 13350 (315)866-0300x238 MII Owner	SUNY Institute of Technology Steve Perna PO Box 3050 Utica, NY 13504 (315) 792-7180 MII Owner	Tara Audio Video Sales Mariza Arzenal 1370 Ave of the Americas NY NY 10019 (212)581-6950 Dealer	Curtis Inc. Dave Pettigrew 18517 Thicket Ct. Charlotte, NC 28278 (800)733-2878 MII Owner		
CNBC Mr. M. Reitman 2200 Fletcher Ave. Fort Lee, NJ 07024 MII Owner					Henry Joern, Jr 7230 73rd St Glen Dale, NY 11385 MII User	Heritage Broadcasting of NY Sargent Cathrall 815 Central Ave Albany, NY 12206 922	New York, NY 10120 (212) 664-5888 MII Owner	Tara Audio Video Sales Mariza Arzenal 1370 Ave of the Americas NY NY 10019 (212)581-6950 Dealer	Dream Keepers Int'l Greg Davis PO Box 2128 Morehead City NC 28557 (919)726-4888 MII User			

Junior Johnson & Associates Ron Dauenhauer Wilkesboro, NC 28697 (919) 984-2101 MII Owner	State of North Carolina Agency for Public Telecommunications Richard Danchi 116 West Jones Street Raleigh, NC 27603 (919) 733-6341 MII Owner	Ohio	Nordson Corporation Robert A. Schneider 555 Jackson Street Amherst, OH 44001 (216) 988-9411x4540 MII Owner	WAKC-TV Earl Miller 853 Copley Rd Akron, OH 44320 (216) 535-7831 MII Owner	KJRH Vic Turner 3701 S. Peoria St Tulsa, OK 74105 (918) 743-2222 MII Owner	Action Duplication Craig Kiptow 555 North Lane, Suite 5075 Conshohocken, PA 19428 MII User	Pittsburgh Televideo Inc. 1738 N. Highland Rd. Suite 103 Pittsburgh, PA 15241 MII Owner	
Long Communications Group Spencer Bullins 961 Burke St Winston-Salem, NC 27101 (919) 725-2306 Dealer	Target Television Don Kirk 1001 S Marshall St Winston-Salem, NC 27101 MII Owner	Advanced Video Jeff Costa 1312 Wise Dr Miami Springs, OH 45342 (513) 461-6800 MII Owner	ALLTEL Service Corporation Kenneth C. Nelson 2000 Highland Road Twinsburg, OH 44087 (216)963-1862 MII Owner	Ohio Bell Telephone Company John Kovach 100 Erie View Plaza, Rm 230 Cleveland, OH 44114 (216) 822-7560 MII Owner	WBXN-TV Bill Coger 2690 State Rd Cuyahoga Falls, OH 44221 (216) 920-1019 MII Owner	Teleproduction Unlimited Mel Eliza 5820 South 129th East Ave Tulsa, OK 74134 (918) 252-2909 MII Owner	Allen Organ Company Clark Ferguson 1001 Sussex Blvd Brookhaven, PA 19008 (215)328-7448 Dealer	
Long Communications Billy Register 1018 Morrisville Pkwy, Ste D Morrisville, NC 27560 (919)481-1188 Dealer	Technical Video Systems Jim Holladay 215 North Broad St Winston-Salem, NC 27101	Aretta Sevastakis 1656 Archwood Ln Toledo, OH 43614	Prestige Production & Graphics Design John Basco 148 East Aurora Rd. Northfield, OH 44067 (216) 928-5711 MII Owner	WBXN-TV Donald Richardson 2690 State Rd Cuyahoga Falls, OH 44221 (216) 928-5711 MII Owner	ViaGrafix Mike Webster 31 South Adair Pryor, OK 74361 (800)842-4723 MII Owner	Aero Chemical Chris Myers 3801 Westchester Pkwy Newtown Square, PA 19073 (215) 359-2746 MII Owner	Quail Video Products Bill Frazier 949 Penn Ave Pittsburgh, PA 15221 (412) 243-1300 Dealer	
Lowe's Companies, Inc. Bill Hurd PO Box 1111 North Wilkesboro, NC 28656 (919) 651-4933 MII Owner	Moorehead, NC 28557 (919) 240-7340 MII Owner	Bear Productions Robert Manser 2633 Warner Rd Fowler, OH 44418 (216)638-3430 MII Owner	PJ Collins Co Inc Peter Collins PO Box 1195 Medina OH 44256-1195	WEWS-TV Ed Miller 3001 Euclid Ave. Cleveland, OH 44115 (216) 431-3687 MII Owner	Columbia Cable of OR Jim Dechant 14200 SW Brigadoon Ct. Beaverton, OR 97005 (503) 644-3188	Ascension Video Jim Boda 48 A St. Northumberland, PA 17857 (717) 473-9733 MII Owner	Quail Video Products Brian Nee 949 Penn Ave Pittsburgh, PA 15221 (412) 243-1300 Dealer	
Marine Graphics Bill Lovin Box 2242 Chapel Hill, NC 27515 (919) 362-8867 MII Owner	Video Perception Rick Hall 1016 S Church St Charlotte, NC 28203 (704)358-0900 MII Owner	Jeff Chambers 4156 Little York Rd Dayton, OH 45414 (513) 890-8797 MII Owner	B Squadron Video Russ Becker 2100 Heatherwood Ct Middletown, OH 45042 (513) 422-9552 MII Owner	WGBU-TV Bill Leutz Bowling Green Univ. 245 Troup St Bowling Green, OH 43403 MII Owner	Fishing the West Kerry Brown 5484 SE International Way Milwaukee, OR 97222 (503) 654-0092 MII Owner	Barlieb Wallace Heilman Productions Pamela Wallace 1680 Mine Site Rd Allentown, PA 18103 (215)395-7176 MII Owner	Reel Video Productions Mark Johnson 300 Roosevelt Ave Hollidaysburg, PA 16648 (814)695-8054 MII Owner	
Mobile Television Productions Robert Warren 2121 Middle Road Fayetteville, NC 28301 (919)483-4777 MII Owner	200 Brookstone Ave Winston-Salem, NC 27101 (919)727-4900 MII User	Classic Video Dave Ginaven 5001 E. Royalton Rd Cleveland, OH 44147 (216) 838-5377 MII Owner	Riverside Film & TV Productions Rob Richardson, Jr. PO Box 543 Marietta, OH 45750 (614) 373-0861 MII Owner	WGTE-TV Dan Nieczwieski 136 Huron St. Toledo OH 43697 (419)243-3091 MII User	Hultman Media Services Gary Hultman 300 Limp Creek Road Grants Pass, OR 97527 (503) 474-6466 MII User	Bell Atlantic Morris Hawk 1 Parkway, 2nd Floor Philadelphia, PA 19102 (215) 466-3896 MII User	RPC Video Paul Hauser 384 Route 909 Verona, PA 15147 (412) 828-1414 Dealer	
Peggy Davis Advertising Agency Sam Davis 4025 Sunnyside Dr. Winston-Salem, NC 27106 (919)924-8666	WECT Wayne Tiner 322 Shipyard Blvd Wilmington, NC 28401 (919)791-8070 MII Owner	Claybaugh Enterprises Inc David Claybaugh 2959 Layhigh Rd Hamilton, OH 45013 (513)738-0880 MII Owner	RPC Video Bob Ring 6777 Engle Road, Ste D Middleburg Heights, OH 44130 (216) 891-9797 Dealer	WHIZ-TV Elmer Hartmeyer 629 Downard Rd. Zanesville, OH 43701 (614) 453-4079 MII Owner	KBSP Tim Mance 4923 Indian School Rd., NE Salem, OR 97305 (503) 390-2202 MII Owner	Cablevision of Johnstown Jamie Receman 120 Southmont Blvd. Johnstown PA 15905 (814) 535-6551 MII User	SMI Productions Stan Mack 5100 Tilghman St. Suite 20 Allentown, PA 18104 (215)398-8200 MII User	
Punkin Creek Video Production Harold Ferguson 520 Coffee Ave North Wilkesboro, NC 28659 (919) 667-7717 (919)667-0333 MII Owner	GE Dan Kerr Videoconference Center One Neuman Way Cincinnati, OH 45215 (513) 243-3695 MII Owner	RPC Video Ron Caird 6777 Engle Road, Ste D Middleburg Heights, OH 44130 (216) 891-9797 Dealer	Wiegand Audio/Video Labs Charles Wiegand 7758 Lafayette Rd., NW Newark, OH 43055 (614) 967-0059 Supplier	WGTE-TV Dan Nieczwieski 136 Huron St. Toledo OH 43697 (419)243-3091 MII User	KMTR-TV Kurt Thelen PO Box 7308 Eugene, OR 97401 (503) 746-1600 MII Owner	CamCast Cable Jim Enix 11400 NE Ave Philadelphia, PA 19116 (215)961-3813 MII Owner	St. Margaret's Hospital Rich Moore 815 Freeport Rd. Pittsburgh, PA 15215 (412)784-5252 MII Owner	
Quail Video Product Bob Peretic 614 Glenwood Ave Raleigh N.C. 27603 (919)833-3100 Dealer	WJZY Ed McKay PO Box 668400 Charlotte, NC 28266-8400 (704) 398-0046 MII Owner	Image Video Teleproduction Mike Tonges 6755 Freedom Ave., NW North Canton, OH 44720 (216) 494-9303 MII Owner	Horizon Production, Inc. Bill Jacobs 2321 Kemper Ln Cincinnati, OH 45206 (513) 559-0550 MII Owner	Stanley Steamer Int'l Steve Whitley 5500 Stanley Steamer Pkwy Dublin, OH 43017 (614) 764-2007x553 MII User	WKYC-TV Andy Hitchcock 1403 E. 6th St. Cleveland, OH 44114 (216) 344-3356 MII User	Portland Public Schools Jim Kunze Television Services 5210 N. Kirby St. Portland, OR 97217 (503) 280-5838 MII Owner	Comtel Instruments Sandy Riscoe #9 Parkway Ctr Ste 180 Pittsburgh, PA 15220 (412)922-5720 Tape Supplier	Video Spectrum Wayne Stephany 630 Hedgewick Dr Lancaster, PA 17603 (717) 394-4042 MII Owner
Quinn Productions Amanda Robertson PO Box 25474 Winston-Salem, NC 27114-5474 (919)768-2746 MII Owner	WRAL Al Dunbar 2619 Western Blvd Raleigh, NC 27606 (919) 821-8555 MII Owner	Industrial Video John Barak 1601 N. Ridge Rd E. Lorain, OH 44055 (216) 277-1218 Dealer	TW Teleproductions, Inc. Tom Whaley 514 Penn Ave. Sandusky, OH 44870 (419)621-0602 MII Owner	WKYC-TV Gerald Plummens 1403 E. 6th St. Cleveland, OH 44114 (216) 344-3359 MII Owner	Professional Video & Tape Bill Floyd 10240 SW Nimbus Ave Tigard, OR 97223 (503) 598-9142 Dealer	Cornerstone TV Kevin Robinson Signal Hill Dr Wall, PA 15148 (412) 824-3930 MII Owner	WHYY John Collins 150 N. 6th Street Philadelphia, PA 19106 (215) 351-1274 MII Owner	
Sara Lee Direct Walter Orechwa 470 Hanes Mill Rd Winston-Salem, NC 27105 (919)519-7138 MII Owner	WRAL Ron Tyndall 2619 Western Blvd Raleigh, NC 27606 (919) 821-8520 MII Owner	Int'l Video Center Fadi Kdayssi 2528 Edgewise Rd Cleveland Heights, OH 44106 (216)321-1440 MII Owner	Vanguard Productions Jerry Beck 7064 Huntley Rd Columbus, OH 43229 (614) 436-4610 MII Owner	WNED-TV Alan Creed 13870 Salem Alliance Rd Salem, OH 44460 (216) 337-3755 MII Owner	Psychological Research Foundation Loren Parks 19460 NW Shaw Aloha, OR 97007 (503)649-7007 MII Owner	Cornerstone TV Gary Stuart Signal Hill Dr Wall, PA 15148 (412) 824-3930 MII Owner	WJAC Rob Abele 1949 Hickory Ln Johnstown, PA 15905 (814) 255-7600 MII Owner	
Southern Video Corp. Louis Asbury 1016 S. Church St. Charlotte, NC 28203 (704) 333-5454 MII Owner	UND Aerospace John Ness PO Box 8009 Grand Forks, ND 58202- 8009 (701)777-4722 MII Owner	Mission Video Support Paul Klouda 1001A State Rt. 88 Garrettville, OH 44231 (216) 527-2182 MII Owner	Video Components 12117 Berea Rd Cleveland, OH 44111- 1623 (800) 899-8363 Dealer	WTTE Russ Tschimpke 6130 Sisbury Rd. Westerville, OH 43081 (614) 895-1003 MII Owner	Teknifilm/Vaughn Jody McNameer 1434 NW 17th Ave. Portland, OR 97209 (503)224-3835 MII Owner	Erik Ciel Videotaping 1102 Denise Circle Phoenixville, PA 19460- 1815 (215)933-3380 MII User	WPGB-TV John Getz 750 Ivory Ave Pittsburgh, PA 15214 (412) 931-8141 MII Owner	
Southern Video Corp. Gary Killough 1016 S. Church St. Charlotte, NC 28203 (704) 333-5454 MII Owner	WDAY-TV Joel Agence 301 8th Street So. Fargo, ND 58103 (701) 237-6500 MII Owner	Mission Video Support Vince Sisson 1001A State Rt. 88 Garrettville, OH 44231 (216) 527-2182 MII Owner	Video Duplication Services Pete Stock PO Box 18337 Columbus, OH 43218 (800) 289-4301 MII Owner	WAKC-TV Earl Miller 853 Copley Rd Akron, OH 44320 (216) 535-7831 MII Owner	KJRH Vic Turner 3701 S. Peoria St Tulsa, OK 74105 (918) 743-2222 MII Owner	NAMEDLOC Inc Lon Crosby 430 Hollybush Rd Bryn Mawr, PA 19010 MII User	WSEE-TV Dan Nungesser 1220 Peacock St. Eric, PA 16501 MII Owner	
Ohio				WBXN-TV Bill Coger 2690 State Rd Cuyahoga Falls, OH 44221 (216) 920-1019 MII Owner	Teleproduction Unlimited Mel Eliza 5820 South 129th East Ave Tulsa, OK 74134 (918) 252-2909 MII Owner	Allen Organ Company Clark Ferguson 1001 Sussex Blvd Brookhaven, PA 19008 (215)328-7448 Dealer		
Oklahoma				WBXN-TV Bill Coger 2690 State Rd Cuyahoga Falls, OH 44221 (216) 920-1019 MII Owner	Teleproduction Unlimited Mel Eliza 5820 South 129th East Ave Tulsa, OK 74134 (918) 252-2909 MII Owner	Allen Organ Company Clark Ferguson 1001 Sussex Blvd Brookhaven, PA 19008 (215)328-7448 Dealer		
Pennsylvania				WBXN-TV Bill Coger 2690 State Rd Cuyahoga Falls, OH 44221 (216) 920-1019 MII Owner	Teleproduction Unlimited Mel Eliza 5820 South 129th East Ave Tulsa, OK 74134 (918) 252-2909 MII Owner	Allen Organ Company Clark Ferguson 1001 Sussex Blvd Brookhaven, PA 19008 (215)328-7448 Dealer		

Rhode Island	Total Audio Visual Services Allan Dor 1 Winsor Cove Columbus, SC 29223 (803)788-1333 Dealer	Allied Comm Corp Ken Sparnell 2774 S Mendenhall #6 Memphis, TN 38115	WZTV Ed Muriatt 631 Mainstream Dr Nashville TN 37228 (615) 244-1717 MII User	Foley's Video Dept. Steve Mike Jugert Hempill Video Dept 1100 Main St Waco, TX 76702 (817) 754-2525 MII Owner	KXXV Mike Jugert Hempill PO Box 2522 Waco, TX 76702 (817) 754-2525 MII Owner	Texas Department of Public Safety Gene Henderson Media Production Unit PO Box 4087 Austin, TX 78773-0001 (512)465-2217 MII Owner	Multi-Dimensional Media Svcs Loran Swinson 9127 South 255 West Sandy, UT 84070 (801) 561-2777 MII Owner	
Colony Cable Dave Ribblett 169 Weybosset Street Providence, RI 02901-0969 (401)277-7852 MII Owner	Video South Productions David Haskell 105 Cypress Plaza PO Box 2249 Myrtle Beach, SC 29578 (803)236-3030 MII Owner	Astro Audio Visual Inc Ed Corbitt 7507 North Shore Drive Knoxville, TN 37919 (615)691-7551 Dealer	Texas Accelerated Christian Education Don Gray 2600 Ace Lane Carrollton, TX 75006 (214) 466-9200 MII Owner	Fuji Photo Film Bob Sullivan Suite 100 1628 West Crosby Road Houston, TX 77067 (214) 466-9200 MII Owner	KXXV Lou Strowger PO Box 2522 Waco, TX 76702 (817) 754-2525 MII Owner	Texas Education Agency Ernesto Mejia 1701 N Congress Ave Austin, TX 78701-1494 (512)463-9054 MII Owner	LDS AV Peter Unwin A/V Dept. 50 East North Temple Salt Lake City, UT 84150 MII Owner	
Heritage Cable Joe Stafford PO Box 518 Lincoln, RI 02865 (401) 765-6652 MII Owner	Breatwood Music Inc Ricky Blair 316 Southgate Ct Brentwood, TN 37027	Walton Productions Stan Walton 158 Cannadale Rd. Columbia, SC 29212 (803) 731-0871 MII Owner	Linden Communication Group Michael Stevenson 17 W. Pontotoc Suite 207 Memphis, TN 38103 (901) 523-0506 MII User	Accent Audio/Video Inc. Robert Beens 13616 Neutron Rd Dallas, TX 75244 (214)458-0501 Dealer	Hatikvah Ministries Brian Jones 2437 Bay Area Blvd, Ste. 143 Houston, TX 77058 (713)286-2480 MII Owner	Light Ministries Charlene Collins PO Box 670167 Houston, TX 77067 (713)875-4448 MII Owner	The University of Texas Health Science Center Sam Dement Television Production Services 7703 Floyd Curl Dr San Antonio, TX 78284 (512) 567-2220 MII Owner	Scott Nelson Productions Scott Nelson 5006 S. Fairbrook Holladay, UT 84117 (801) 272-5428 MII Owner
Logographics Maria Houde PO Box 23535 Providence, RI 02903 MII User	WBTW Doug Carter PO Box 100530 Florence, SC 29501 (803) 662-1563 MII Owner	Miles & Associates John Miles 755 Broad St NW Cleveland, TN 37311 MII Owner	Accent Audio/Video Inc. Ralph Luke 13616 Neutron Rd Dallas, TX 75244 (214)458-0501 Dealer	Highland Park High School Steve Wilkes Media Dept. 4220 Emerson St Dallas, TX 75205 (214)453-4800 MII Owner	715 Houston, TX 77027 (713) 963-0397 MII Owner	The University of Texas Sports Mike Arias Belmont Hall RM 224C Austin, TX 78713 (512)471-6826 MII Owner	The Studio Russ Reylea 342 W. 200 S. Salt Lake City, UT 84101 (801)595-8800 MII Owner	
Narragansett TV William Hague 25 Catabore Blvd E Providence, RI 02920 (401)438-3317 MII Owner	W.H. Platia Company Billy Platia 710 King Street Charleston, SC 29403 Dealer	McKee Foods Corp. Tom Hunter, Mgr. AV Division 10260 McKee Rd Box 750 Collegegate, TN 37315 (615)238-7111 x2382 MII Owner	Aestheticians Int'l Video Inc. Ron Renee 3606 Preacott Ave Apt C Dallas, TX 75219-2151 (713) 535-2375 Dealer	Industrial Audio Video Mark Faustich 2617 Bissonnet Houston, TX 77005 (713) 535-2375 Dealer	NEC America Broadcast Equipment Dept 1417 Exchange Dr Richardson, TX 75081 (214) 907-4744 Manuf.	The Video Eye Bob Fitch 10960 Millridge N Dr Houston TX 77070 (713)890-8364 MII User	TV Specialists Bert Alvey 180 East 21st South Salt Lake City, UT 84115	
WPRI Jim Costa 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 MII Owner	South Dakota	Audio Visual Productions Louis Saldana 1801 Nickerson Austin, TX 78704	ISDL Priya Dasi 400 Barsana Rd Austin, TX 78737 (713) 728-1020 MII Owner	On Location Video Services Mel Rainier PO Box 35657 Houston, TX 77035 (713) 728-1020 MII Owner	Vidicom Distributors Russ Robbins 232 W. 38th St. Houston, TX 77018 (713)694-6400 Dealer	103 The Valley Channel Earl Rouse 426 N 400 E Logan, UT 84321 (801)752-7537 MII User	Utah Valley Community College Tom Nelson 800 West 1200 South Orem, Utah 84058 MII Owner	
WPRI Mark Gordon 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 MII Owner	KSFY Doug Looe 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 MII Owner	Shop At Home Network Alvin Hodges Hwy 32 Newport, TN 37871 (615)623-8000 MII Owner	Christian Video Ministries J.D. Dunson HCR 2 Beaville, TX 78102 (512) 358-3416 MII Owner	J Darrell Kirkley Inc. Darrell Kirkley 11078 Morrison Dallas, TX 75229 (214) 243-0013 MII Owner	Pecan Video Dan Cary 2234 Ravenwood Rd Granbury, TX 76048 (817) 573-6800 MII Owner	Vidicom Distributors Tim Mitchell 3502 Courshire Sugar Land, TX 77478 (713)694-6400 Dealer	Video Lines Dennis Lisonbee 267 S. Mountainland Orem, UT 84058 (801) 226-0344 MII Owner	
South Carolina	KSFY Eugene Schultz 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 MII Owner	Shop At Home Network Buddy Winsett Hwy 32 Newport, TN 37871 (615)623-8000 MII Owner	Design Comm Group Michael Walters 206 Brocton Victoria TX 77904 (512) 575-4952 MII Owner	KCEN-TV Ken Smith PO Box 6103 Temple, TX 76503 (817)73-6868 MII Owner	Project Video Gary Brewton PO Box 5850 Beaumont, TX 77726 MII User	Vietnam Vision David Pham 10500 Richmond Ste 150 Houston, TX 77018 (713)694-6400 MII Owner	Video Reflections David Andrews 6086 Fontainbleau Salt Lake City, UT 84121 (801) 272-3031 MII Owner	
Action Video Productions Tommy Cabaniss 9 E. Perkins Mill Rd Greenville, SC 29607 (803)297-8865 MII Owner	Sifford Video Lawson Turk 121 Lyle Ln Nashville, TN 37210 (800)251-1009	ECI Video Shawn Sterling 2809 Ross Ave Dallas, TX 75201 (800)880-9400x224 MII Owner	KTAB TV Leland Ohlhausen PO Box 5309 Abilene TX 79608 (915)695-2777 MII Owner	KTSM-TV Andrew Kiska 272 Shadow Mt 59 El Paso, TX 79912 (915)532-5421 MII Owner	Pro Line Video Terry Nixon 2601 McHale Ct. #140 Austin, TX 78758 (512)837-2000 x22 MII Owner	Utah Brigham Young University Roger Gunn Communication Dept Provo, UT 84602 MII Owner	Video Works Television Johan Boss 369 S 900 E Salt Lake City, UT 84111 (801) 226-0344 MII Owner	
Cable Ad Connection Dave Rodney PO Box 746 Johns Island, SC 29457 MII User	South Dakota Public Broadcasting Larry Conlon PO Box 5000 Vermillion, SD 57069 (605)677-5861 MII Owner	Tennessee Wildlife Resources Agency Mark Greenwald PO Box 40747 Nashville, TN 37204 (615) 781-6502 MII Owner	ECI Video Roger Young 222 Municipile Dr. Richardson, TX 75080 (214) 234-4241 MII Owner	KTSM-TV Andrew Kiska 272 Shadow Mt 59 El Paso, TX 79912 (915)532-5421 MII Owner	Pro Line Video Terry Nixon 2601 McHale Ct. #140 Austin, TX 78758 (512)837-2000 x22 MII Owner	DCE Marketing Kenneth Foster University of Utah 2167 Annex Bldg. Salt Lake City, UT 84112 (801) 581-5588 MII Owner	Virtual Media 421 S 400-E Salt Lake City, UT 84111 (801) 355-8585 MII Owner	
Greenville Technical College Michael Conet PO Box 5616 Greenville, SC 29606-5616 (803)250-8363 MII Owner	South Dakota Public Broadcasting Larry Conlon PO Box 5000 Vermillion, SD 57069 (605)677-5861 MII Owner	Video Ideas 4762 Highway 58 Suite G Chattanooga, TN 37416 (615) 894-2677 MII Owner	ECI Video Johnny Griffin 2809 Ross Ave Dallas, TX 75201 (800)880-9400x218 MII Owner	KTSM-TV Gregg Davison 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 MII Owner	Pro Line Video Skip Holcombe 4778 Research Dr. San Antonio, TX 78240 (512)690-1234 MII Owner	DCE Marketing Tori Smith University of Utah 2167 Annex Bldg. Salt Lake City, UT 84112 (801) 581-5588 MII Owner	Word Perfect Corp. Steve McCurdy 1555 N. Technology Way Orem, UT 84057 (801) 228-4916 MII Owner	
Motion Pictures Inc Bruce Coy 554 Johnnie Dodds Blvd Mt. Pleasant, SC 29464 (803)881-9997 MII Owner	South Dakota Public Broadcasting Daniel Schiedel PO Box 5000 Vermillion, SD 57069 (605)677-5861 MII Owner	WLJT-TV Mike Brunstetter PO Box 966 Martin, TN 38237 (901)587-7561 MII Owner	ECI Video Mel Joiner 2809 Ross Ave Dallas, TX 75201 (800)880-9400 Dealer	KTSM-TV Rick Villardell 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 MII Owner	Siam Satellite-TV Mandorsiri Kattis Ari 7306 Logging Tr. Humble, TX 77346 MII User	DCE Marketing Tori Smith University of Utah 2167 Annex Bldg. Salt Lake City, UT 84112 (801) 581-5588 MII Owner	Word Perfect Corp. Steve McCurdy 1555 N. Technology Way Orem, UT 84057 (801) 228-4916 MII Owner	
Prime Cuts Productions Lenny Spears 247 Riverland Dr James Island, SC 29412 (803)762-0719	South Dakota Public TV Peter Egart PO Box 22188 Brookings, SD 57007-2399 (605)688-4191 MII Owner	WMC-TV Mike Schwartz 1960 Union Ave. Memphis, TN 38104 (901) 726-0555 MII Owner	ECI Video Eddie Dunn 1309 11th St Wichita Falls TX 76301 (817)723-8106 MII User	KXTX-TV Harold Nash 3900 Harry Hines Blvd Dallas TX 75219 (214)521-3900 MII User	South Plains College Billy Alonzo 1401 College Ave Lubbock TX 79336 (806)894-9611 MII User	KBYU-TV Lynn Edwards C-302 HFAC BYU Provo, UT 84602 (801)378-3551 MII Owner	Word Perfect Corp. Todd Mortensen 1555 N. Technology Way Mail Stop KA110 Orem, UT 84057 (801) 226-4900 MII Owner	
Ron Shecut 3404 Keenan Dr Columbia, SC 29201 (803)765-2299 MII User	Tennessee	WMC-TV Perry Cain 1960 Union Ave. Memphis, TN 38104 (901) 726-0555 MII Owner	Envision Multimedia a BARNHART ENTERPRISE INC. Keith Rogers 9337-B Katy Freeway Suite 308 Houston, TX 77024 (713) 690-6545 MII Owner	KXXV Jerry Copeland PO Box 2522 Waco, TX 76702 (817) 754-2525 MII Owner	Stillpoint Productions Robert Castaldo 706 W. Main St Arlington, TX 76013 MII User	KBYU-TV Bob Gillman C-302 HFAC BYU Provo, UT 84602 (801)378-3551 MII Owner	Word Perfect Corp. Scott Myler 1555 N. Technology Way Orem, UT 84057 (801) 226-4900 MII Owner	
Sound & Images Feas Shelton PO Box 26895 Greenville, SC 29616 (803)288-8400 MII Owner	Allied Communications Corp. Mark Conrad PO Box 101482 Nashville, TN 37224-1482 (615)391-5500 MII Owner	World Class Productions Frank Weeks 1300 East 9th Ave Johnson City, TN 37601 (615)928-5753 MII Owner	Texas Accelerated Christian Education Don Gray 2600 Ace Lane Lewisville, TX 75067 (214) 466-9200 MII Owner	Texas Hatikvah Ministries Brian Jones 2437 Bay Area Blvd, Ste. 143 Houston, TX 77058 (713)286-2480 MII Owner	Texas A & M University Bob Matey Video Lab Kyle Field College Station, TX MII Owner	Xact Ware Corp Jim Loveland Jr. 313 E 1200 South, Suite 101 Orem, UT 84058 (801) 226-2251	Xact Ware Corp Peter Unwin A/V Dept. 50 East North Temple Salt Lake City, UT 84150 (801) 272-5428 MII Owner	

Vermont	Department of Justice	Philip Morris USA	Ultra-Sound A/V	Kostov & Assoc.	Washington Natural Gas	Wisconsin	Excel Communications
Iris Multimedia	Noel Herold	Jeff Bigham	Matt Bright	Multimedias Studios	John Cox	Avonix	Jim Dorman
Robert Logadan	Bldg 27958A	P.O. Box 26603	10108 Timberlake Rd	Michael Kostov	815 Mercer Street	Ken Muehlbauer	3487 N 124th St
PO Box 726	Quantico, VA 22135	Richmond, VA 23261	Lynchburg, VA 24502	221 First Ave West, Ste	Seattle, WA 98111	P.O. Box 505	Brookfield, WI 53005
Burlington, VT 05402	MII Owner	(804) 274-3721	(804) 237-4549	120	(206) 622-6767	3495 N. 124th St	(414) 786-0866
(802) 865-9560		MII Owner	MII Owner	Seattle, WA 98119		Brookfield, WI 53006-	MII Owner
MII User				(206) 285-2797	0506		
Empire Video	Robert Roszke	Public Broadcasting	Union Theological	MII Owner	Chis Nardine	Avonix	Firstar Corporation
3412 Ramgate Ter.	Alexandria, VA 22309	Service	Seminary		815 Mercer Street	Ken Muehlbauer	Frank Datzar
(703) 360-6623	MII User	Mark Richer	John Coffman		Seattle, WA 98111	P.O. Box 505	777 East Wisconsin Ave.
MLM Studios	Michele Moye	1320 Braddock Place	Media Services Dept.	Kramer Video		3495 N. 124th St	Milwaukee, WI 53202
Box 147 RFD2		Alexandria, VA 22314	4340 Brook Rd	Tom Kramer		Brookfield, WI 53006-	(414) 765-6228
West Brattleboro, VT.		(703) 739-5471	Richmond, VA 23227	PO Box 22446	0506		MII Owner
05301	MII Owner	MII Owner	(804) 278-4323	Seattle, WA 98122	Dealer		
Evening Productions	Victoria Eves	Public Broadcasting	MII Owner	(206) 322-6555	Avonix		
PO Box 2065		Service		MII Owner	Bob Buse		
Falls Church, VA 22042	MII User	Larry Jefferson	Video Services, Inc.		P.O. Box 505		
		1320 Braddock Place	Jim Howell	Lon Gibby Productions	3495 N. 124th St		
		Alexandria, VA 22314	9005 Broad Meadows Rd	Jim Gibby	Brookfield, WI 53006-		
		(703) 739-5204	Glen Allen, VA 23060	East 113 Magnesium	0506		
		MII Owner	(804) 346-0835	Spokane, WA 99208	(414) 783-6050		
			Repair	MII Owner	Dealer		
Fairfax Hospital Media	Debbie Gregory	Public Broadcasting	Virginia Baptist Board	Mountain View TV	AV Media Services	Avonix	Fraser Orton Productions
Center	2832 Juniper St	Service	Glen Starling	Anthony Evans	Engineer Dept	Bob Buse	Dennis Fraser
Linden, VA 22642	Fairfax, VA 22031	(703) 636-4142	P.O. Box 8568	1500 SE Blairstown Dr	615 9th St.	P.O. Box 505	2150 Memorial Dr.,
MII Owner		MII Owner	Richmond, VA 23226	Vancouver, WA 98684	Po Box 2523	3495 N. 124th St	Suite 212
AMPROD Inc.	The Family Channel	Keith Ellsworth	(804) 672-2100	MII Owner	Huntington, WV 25726-	Brookfield, WI 53006-	
Ken Santucci	Russ Murphy	1320 Braddock Place	(206) 253-2588		2523	0506	
4531 Stone Pine Court	1000 Centerville Turnpike	Alexandria, VA 22314	MII Owner	MII Owner	MII Owner	(414) 783-6050	
Chantilly, VA 22021	(703) 739-5302	(703) 523-7874			Huntington, WV 25701	Dealer	
(703) 818-1353	MII Owner	MII Owner					
Applied Computer	Garces Communication	Reed Film & Video	Vision Enterprises	National Videotape Co.	AV Media Services	Avonix	Image Makers Advertising
Techniques	Rolando Garces	Lloyd Reed	Michael Sustar	Mari Scimeca	Jim Comett	Jerry Martin	John Wigat
Christopher Moberg	PO Box 3262	9493A Silver King Ct	P.O. Box 2460	4200 23rd Ave W	605 9th St.	P.O. Box 505	740 North Pilgrim Pkwy
1800 Diagonal Rd	Reston, VA 22090	Fairfax, VA 22031	Christianburg, VA 24068	Seattle, WA 98199	St. 604 Box 2	3495 N. 124th St	Elm Grove, WI 53122
Suite 600	MII User	MII Owner	(703) 385	Supplier	Huntington, WV 25701	Brookfield, WI 53006-	(414) 785-1709
Applied Computer	Roanoke Memorial	WRLH-TV	Mountain View TV	Mountain View TV		0506	MII Owner
Techniques	Hospitals	Eldon Brown	Anthony Evans	Anthony Evans		(414) 783-6050	
Christopher Moberg	Gandy-McGrath (Intl) Inc.	1925 Westmoreland St	1500 SE Blairstown Dr	1500 SE Blairstown Dr		Dealer	
1800 Diagonal Rd	Edward Hamilton	Richmond, VA 23230	Vancouver, WA 98684	Vancouver, WA 98684			
Suite 600	Audio/Video Ed	MII Owner	(703) 381-0724	MII Owner			
Applied Computer	Gardy-McGrath (Intl) Inc.	PO Box 13367					
Techniques	Dave Gandy	Reston, VA 22091					
Christopher Moberg	1950 Roland Clarke Pl.,	Ste 100					
1800 Diagonal Rd	Roanoke, Va 24033	(703) 981-7673					
Suite 600	MII Owner	MII Owner					
Applied Computer	Walter Arandia	WVPT-TV	Professional Video &	Professional Services	E.I. Dupont	Avonix	Moraine Park Technical
Techniques	93 S Buchanan St #44	John Hodges	Tape	Media	Jack Green	Michael Sieb	College
Christopher Moberg	Arlington, VA 22204-3060	298 Port Republic Rd	Darrel Colbert	Rich Knaemer	901 W. Dupont Ave.	P.O. Box 505	Bob Haase
1800 Diagonal Rd	MII Owner	Harrisonburg, VA 22801	917 134th St	PO Box 4005	Belle, WV 25015	3495 N. 124th St	P.O. Box 1940
Suite 600	Gardy-McGrath (Intl) Inc.	(703) 434-5391	S.W. ste. A8	Tumwater, WA 98501	(304) 357-1835	Brookfield, WI 53006-	Fond Du Lac, WI 54936-
Applied Computer	Edward Hamilton	MII Owner	Everett, WA	(206) 786-1686	MII Owner	0506	1940
Techniques	Audio/Video Ed	Zack Burkett Productions	98204 (206)			(414) 929-2112	MII Owner
Christopher Moberg	PO Box 13367	Zack Burkett	743-8811				
1800 Diagonal Rd	Reston, VA 22091	14162 Marquis Rd	Unionsville, VA 22567				
Suite 600	MII Owner						
Applied Computer	Walter Arandia	Russell & Associates	WVPT-TV				
Techniques	93 S Buchanan St #44	Sam Russell	John Hodges				
Christopher Moberg	Arlington, VA 22204-3060	P.O. Box 877	298 Port Republic Rd				
1800 Diagonal Rd	MII Owner	Marion, VA 24354	Harrisonburg, VA 22801				
Suite 600	Gardy-McGrath (Intl) Inc.	(703) 783-2251	(703) 434-5391				
Applied Computer	Walter Arandia	MII User					
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
1800 Diagonal Rd	MII Owner						
Suite 600	Gardy-McGrath (Intl) Inc.						
Applied Computer	Walter Arandia						
Techniques	93 S Buchanan St #44						
Christopher Moberg	Arlington, VA 22204-3060						
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University of Wisconsin Bagger Football 1440 Monroe St. Madison, WI 53711 MII Owner	Lethbridge Cablenet Mark Doran 1232 - 3 Ave. South Lethbridge, Alberta T1J 0J9	Asian Television Network Prakash Naidoo 130 Pony Dr. Newmarket, Ontario L3Y 7B6 (416) 836-6460	MacLean Hunter Cable Rob Barrie 80 Worcester Rd Etobicoke, Ontario M9W 1K7	University of Toronto Ron Beardson Media Centre 563 Spadina Ave. Toronto, Ontario M5S 1A1	Inter Cite Video Victor Dilema 8270 Mayrand Montreal PQ H4P 2C5	STV - Saskatoon Len Virog 218 Robin Crescent Saskatoon, Saskatchewan S7L 7C3		
Vaughn Duplication Services Tom Brunhart 700 West Michigan Ave., Ste 150 Milwaukee, WI 53233 (414)276-6511 MII Owner	Montage Communications Michael Prysunka Lower Floor 611-10th Ave. S.W. Calgary, Alberta T2R 0B2	Asian Television Network Shan Chandrasekar 130 Pony Dr. Newmarket, Ontario L3Y 7B6	MacLean Hunter Cable Merle Zerbe 80 Worcester Rd Etobicoke, Ontario M9W 1K7	University of Toronto Eric Lopez 119 St. George Street North Wing, Room 27 Toronto, Ontario M5S 1A1	Le Studio du Centre-Ville Michel Bliudeau 1168 rue Bishop Montreal, Quebec H3G 2E3	STV - Saskatoon Brian Taylor 218 Robin Crescent Saskatoon, Saskatchewan S7L 7C3		
VIDTEK James Lillis 9235 W. Capital Dr. Milwaukee, WI 53222 (414) 466-7488 MII Owner	Shaw Cablesystems Eric Poscente 7605 50th St. Edmonton, Alberta T6B 2W9	Atchison Prod. Services Don Atchison 1589 Drake Ave Ottawa, Ontario K1G 0L7	MacLean Hunter Cable Jim Chapman 80 Worcester Rd Etobicoke, Ontario M9W 1K7	University of Windsor Tom Fuerth Communications Dept. Windsor, Ontario N9B 3P4	Ordigraphe Inc Denis Rivard 3740 Boul. Matte Brossard, Quebec	Overseas		
Wausau Insurance Paul Hunsanger The Westwood Conference Center 1800 W. Bridge St. Wausau, WI 54401 (715)847-7772 MII Owner	Shaw Cablesystems Gene Sydor 7633-50 Street Edmonton, Alberta T6B 2W9	Axiom Productions Gerry Matthews 69 Raymond Street Guelph, Ontario N1H 3S4	Meta Media Productions Andrew Ruhl 33 Norwich Street East Guelph, Ontario N1H 2G7	Video Events John Phillips 6 Winthrop Ave Toronto, Ontario M4K 1C9	Premier Choix TVEC Inc. Chantal Gagnon #600 Montreal, Quebec H3H 2T3	Caribbean		
Worthwhile Films Steve Breaker 333 W. Mifflin St. Madison, WI 53703 MII Owner	British Columbia	CBC - Windsor Bruce Taylor 825 Riverdale Drive W. Windsor, Ontario N9A 1K7	Municipality of Toronto Community Services Dept. Paul Downey 590 Jarvis St 6th Floor Toronto, Ontario M4Y 2L5	Vid Vid Video Blake Robson 17 Easton Road Brantford, Ontario N3P 1J4	Productions du Deluje Jean Perrier 797 Valiquette Verdun, Quebec H4H 2E1	Video Associates Limited 7 Bergonac Rd. Maraval Trinidad, West Indies (809)628-3557		
WYOU Frank Maike 1619 Monroe St. Madison, WI 53711-2021 (608) 258-9644 MII Owner	Shaw Cable Peter Williams 1471 Pemberton Ave. North Vancouver, B.C. V7P 2R9	Shaw Cable Furio Sorrentino 1471 Pemberton Ave. North Vancouver, B.C. V7P 2R9	CBC - Windsor Rick Baillargeon 825 Riverdale Drive W. Windsor, Ontario N9A 1K7	North York School Board Neville Dean 85 Peelham Ave. North York, Ontario, N2R 2V4	York University Dave Walton Stedman Bldg. 4700 Keele Street Toronto, Ontario M3J 1P3	Projet IMAGE Jose Forest 4565, Chemin de la Reine Marie Montreal, Quebec H3W 1W5		
KCWC TV Gregory Ray 2660 Peck Ave Riverton, WY 82501	Shaw Cable Sig Poepel 2160 Van Horne Drive Kamloops, B.C. V1S 1L7	The Videomaker Michael Olelock 545 Lakeshore Blvd. West Toronto, Ontario MSV 1A3	CFMT - CH. 47 Peter Williams 545 Lakeshore Blvd. West Toronto, Ontario MSV 1A3	Ontario College of Art George Dougherty 100 McCaul Street Toronto, Ontario MST 1W1	Prince Edward Island	Mexico & Central America		
KCWC TV Roger Hicks 2660 Peck Ave Riverton, WY 82501	VIDCOM Michael Olelock 3-1854 West First Ave. Vancouver, B.C. V6J 1G5	Corona Communication Doug Reynolds 500 Barrydowne Rd. Sudbury, Ontario P3A 3T3	CFMT - CH. 47 Brian Herling 545 Lakeshore Blvd. West Toronto, Ontario MSV 1A3	Rainbow Video Concepts Gil Drees Unit 205 607 Heritage Dr. Kitchener, Ontario N2B 3J2	J.W. Woods Electronics Bill Woods 17 Bell Rd Mermaid, RR.5 Charlottetown, PEI C1A 7J8	SportAction Video 2323 Boul. Versant Nord Suite 204 St. Foy, Quebec G1N 4P4	Banamex, SA Comunicacion Institute German Bernal/Emma Fox Uruguay 19, COL. Centro Mexico 06000,D.F. Mexico (011)525-225-8023	
Pronghorn Productions Dudley Irvine PO Box 703 Lander, WY 82520 (307)332-9714 MII Owner	Manitoba	Canadian Pacific Railway Ron Lesicki Javria & McPhillips Winnipeg, Manitoba R3B 0J7	Edcom Multi Media Rich Kramer 350 Shirley Ave. Kitchener, Ontario, N2B 2E1	Ryerson Poly Technical Brad Fortner 350 Victoria Street Toronto, Ontario M5B 2K3	York Point Productions Stewart Smith 8 Falconwood Road Charlottetown, PEI C1A 6B5	Tele Metropole Inc Sylvain Jeannotte 1600 Maisonneuve East Montreal H2L 4P2	CNI Martha F Sandoval 185 Playa Roqueta Mexico of 08830 Mexico (525)3259085	
Canada	Nova Scotia	Humphries Productions Stan Humphries 93 Downey Road Guelph, Ontario N1C 1A1	Image Projection John Churilia 15 Capella Court Unit 109	Sheridan College Todd Hallam Tech Services 1430 Trafalgar Road Oakville, Ontario L6H 2L1	Island Cablevision Wendall Ellis 100 Castle Court Charlottetown, PEI C1B 1A9	Universite de Montreal Audiovisuel Michael Champagne C.P. 6128 - SUCC "A" Montreal, P. Quebec H3C 3J7 (514) 343-7283	CNI Alejandro Busquets Galanea 100 La Joya Tlapan Mexico of 14090 Mexico (525)3250985	
Alberta	Alberta	Halifax Cable Brett Smith PO Box 8660, Stn A 5841 Bilby St. Halifax Nova Scotia B3K 5M3	Michelin Tires Cda.Ltd Dave Titus PO Box 399 New Glasgow Pictou Cy., Nova Scotia B2H 5E6	Lambton College Mervin Newcombe PO Box 969 Sarnia Ontario N7T 7W2 Canada	Sheridan College Ken Walker Tod Hallam Tech Services 1430 Trafalgar Road Oakville, Ontario L6H 2L1	Concept Videoscope Claude Pdpin 100 bld Antonio Barrette Joliette, Quebec J6E 1E5	Universit du Quebec a Montreal - Denis Vilancourt C.P. 8888, Succ. "A" Montreal, Quebec H3C 3P8	South America
EM/Media Jim Goetz #200 - 116 - 8th Ave. S.W. Calgary, Alberta T2P 1B3	Ontario	Maximum Productions Michael Jerome 730 Cochrane Dr. Markham, Ontario L3R 8E1	MBST Lifetime Prod. 5 DeWitte Court Markham, Ontario L3P 3Y4	Soft Science Associates Ltd. Eric Harris R.R. #1 Gore's Landing, Ontario KOK 2E0	CKTM-TV Trois Rivieres 4141 St. Jean Blvd Trois Rivieres, Quebec G9A 5G3	Universite De Sherbrooke M.A. Rousseau 2500 Boul. de l' Universite Sherbrooke PQ J1K 2R1	Corp Video Carrillo LTD Jose Carrillo Calle 20A1130 Bogota, Columbia (571)212-2250	
Glenrose Rehab. Hospital Randy Robertson 10230-111 Ave. Edmonton, Alberta T5G 0B7	Ontario	AEC Computers Jann Teng R.R. #7 Providence Line Peterborough, Ontario K9J 6X8	MacLean Hunter Cable Manny Florio Parkdale Studio 47 Lisgar St. Toronto, Ontario M6J 3T4	Special Event Video Productions Jim Huber 1911 Baseline Rd #100 Ottawa, Ontario K2C 0C7	Hauter Eudes Commerc. Serge Larivée 5255 Avenue Decelles Montreal, Quebec H3T 1V6	LRK Video Production Roy Kemp 602 Preston Ave. Saskatoon, Saskatchewan S7H 2V2	Saskatchewan CCT Broadcast Humberto Ypez Posse Carlos Tamayo 172 Quito Ecuador (593)445-081	
Grant McEwan College Media Services Peter Brown Bldg A Room 383 10700 - 104 Ave. edmonton, Alberta T5J 4S2	Ontario	Agincourt Productions Perren Baker 20 Kinnear Court Richmond Hill, Ontario L4B 1K8	MacLean Hunter Cable Manny Florio Parkdale Studio 47 Lisgar St. Toronto, Ontario M6J 3T4	St. Clair College Roger Faubert 2000 Talbot Road West Windsor, Ontario N9A 6S4	Infographic Michel Faubert 520 Landreville, Unit 1A Ile des Soeurs, Quebec H3E 1B4	STV - Regina Brian Sather 370 Hoffer Drive Regina, Saskatchewan S4N 7A4	STV - Regina Ron Mittelholz 370 Hoffer Drive Regina, Saskatchewan S4N 7A4	

Ideas! Suggestions! Comments!

This is your newsletter, please feel free to contribute any MII related material of interest to the MII user public. If you have any recent MII happenings, or if you'd like to tell us about your facility, send us your typed press release. (Photographs are also accepted.

Just let us know if you'd like them returned.)

Also, we are in the process of changing the look of the newsletter. A new computerized publishing program gives us a creative edge in design. So if you have any ideas about improvements or additions that should be made, please let us know!

Phone Us! Fax Us! Write Us!

**MII Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Place, Suite 100
Reston, VA 22091
Attn: Jennifer Beers**

**1-800-966-1030
(703) 620-6000
FAX (703) 620-0451**

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